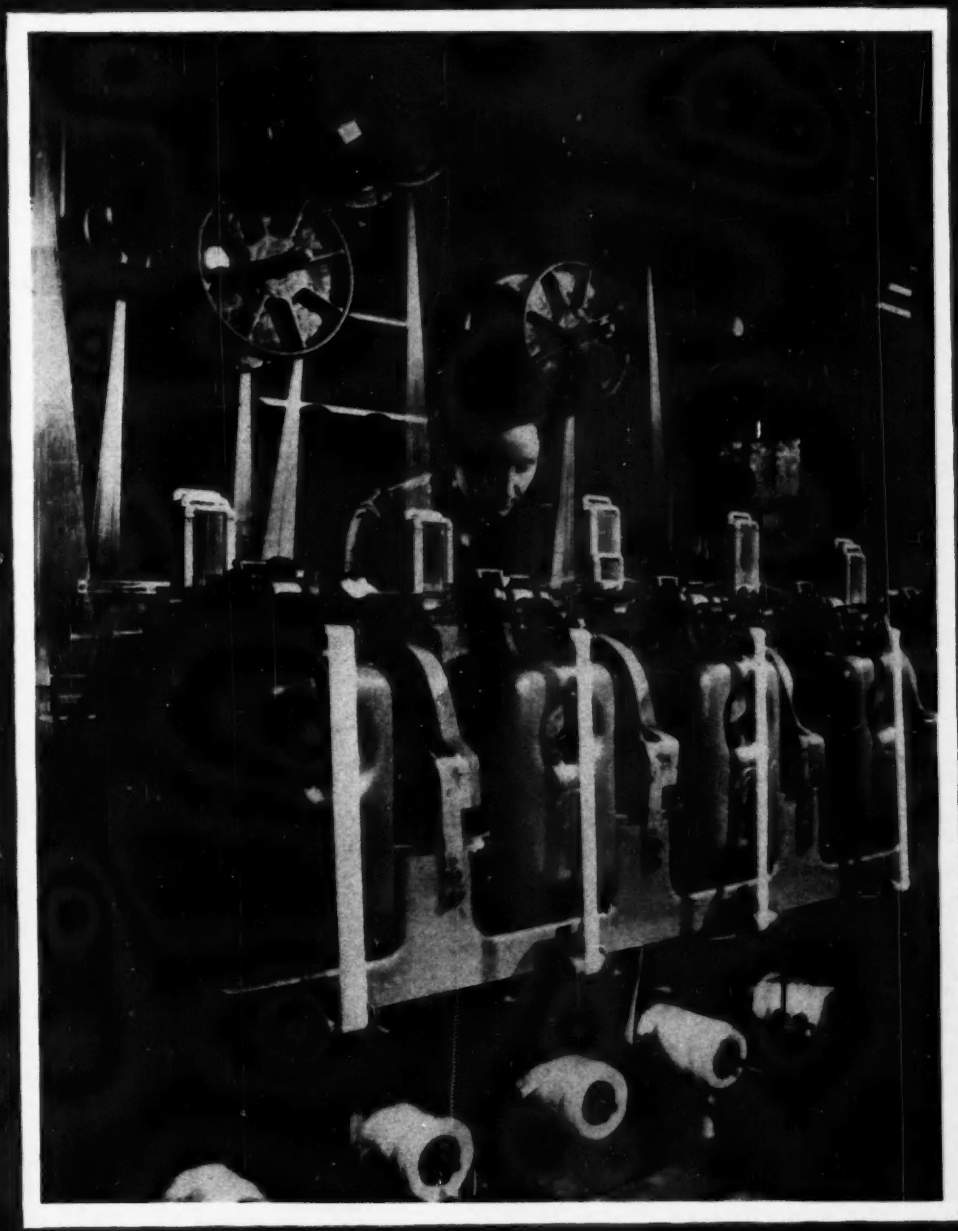
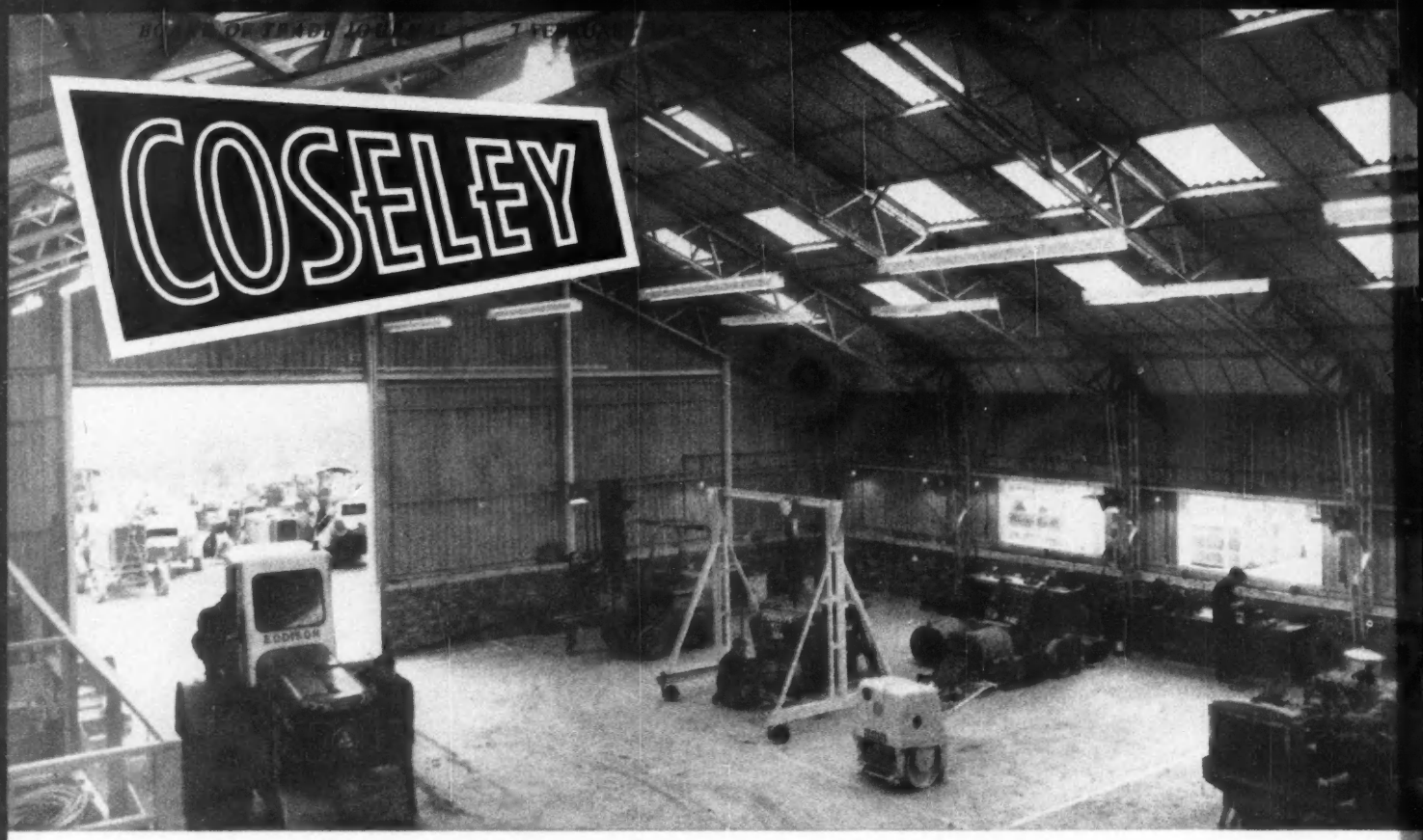




coseley depots for britain's largest plant hire company

Eddison Plant use Coseley buildings

Eddison Plant's new Scottish headquarters at Garnkirk, near Glasgow, houses all the equipment needed for major overhauls, and for dismantling and rebuilding plant in a 70 ft. span 75 ft. long Coseley steel framed building which gives over 5,000 sq. ft. of unobstructed floor space. The latest types of equipment are installed, including steam cleaning.

The maintenance workshop, clad in asbestos and with insulated roof, is designed for further expansion as required, whilst brightly lit offices in traditional brickwork give a striking finish to the gable frontage.

A member of the British Electric Traction group since 1949, the company has been expanding vigorously since that time to meet the heavy demand for hired civil engineering and industrial plant arising from Britain's intensive building programme of the 1960's. New depots have been opened at many centres in England and Scotland.

Coseley buildings have been used for these depots, taking advantage of the nationwide Coseley organisation and the high standard of efficiency and service which it is able to offer in association with the building industry. This is hardly surprising for Eddison Plant themselves know a great deal about service, efficiency and building—discriminating purchasers of a discriminating product.

Messrs. T. M. Miller, Chartered Architects, Glasgow C.3. utilised the full Coseley supply and erection service for the Garnkirk depot building shown on this page.

For factories, warehouses, transport depots and all industrial requirements—Coseley offer full consultation, speedy supply and erection, competitive prices and quality fabrication.

Picture by courtesy of The Scotsman

EXPAND WITH COSELEY BUILDINGS ... AND SAVE

ILLUSTRATED LITERATURE FROM

Coseley Buildings Limited

Lanesfield, Wolverhampton, England · Tel. Bilston 41927 (10 lines)

LONDON OFFICE: SACKVILLE HOUSE, 40 PICCADILLY, LONDON, W.1. Telephone REGENT 4887-9

Board of Trade Journal

VOLUME 186, NO. 3490, PAGES 245-320

7 FEBRUARY 1964

PRICE 1s. 6d. NET, SUBSCRIPTION INCLUDING INLAND POSTAGE, £4 12s. 6d

Prospects for British business in Northern France . . . 247
Change of address of Board of Trade Advisory Committee . 251
EFTA inquiry point in London 252
British industry's more aggressive attitude in the U.S. . . 252
Latin America Trade Conference in London 252
'India could become our most important market' . . . 253
ECGD business up 18½ per cent in 1963 253
Import duties (General) (No. 1) Order 1964 254
The Import Duty Drawbacks (No. 1) Order 1964 . . . 254
The Weights and Measures (Testing and Adjustment Fees) Regulations 1964 255
Weights and Measures (Amendment) Regulations 1964 . . 255
The Lace Industry (Revocation) Order, 1964 255
Application for reduction of import duty on some cameras . 255
Drawback on chrome leather imported for making drafting bands for export 255
Drawback on honey imported for blending and re-export . 255
New Books 256
Questions asked and answered in Parliament 258
Modern Government-owned factories for rental . . . 259
Government surplus sales by auction 261
Registration of British and foreign films 261
The economy: selected indicators 262
Analyses of retail organizations in 1961 263
New business names registered in 1963 270
Buoyant retail sales in December 271
Business Monitor: Production Series 277
Hire-purchase business in December 279
Retail sales in N. Ireland in November 281
Production of man-made fibres 281

Exhibitions and Fairs

Mr. du Cann opens Blackpool Gifts fair 282
Trade Fairs and Exhibitions in the United Kingdom . . 284

Oversea Trade and Exports

New trade opportunities in Saudi Arabia 290

Trade and Financial Arrangements

Greece and Poland. France and Albania. Morocco and Mali. India and Czechoslovakia. India and Iraq. 291
Information for Exporters 292
Export tours of United Kingdom businessmen . . . 297

Tariff, Customs and Import Regulations in overseas countries

Algeria: Trading arrangements and organizations . . . 306
Australia: Revision of customs by-laws 298
Australia: Decisions on tariff classifications; Substitute Notice; Tariff Board inquiries 299
Australia: Dumping duties on orthodichlorobenzene, paradichlorobenzene and hardboard 300
Australia: Details of tariff changes 301
Belgium: Electrical domestic apparatus: price control . . 313
Belgo-Luxembourg Economic Union: Import duty tariff quotas 314
Benelux: Renewal of Benelux trade agreements . . . 313
Bermuda: Customs tariff changes 317
British Guiana: Import licensing arrangements . . . 318
Canada: 'Made in Canada' rulings 315
Congo Republic (Leopoldville): Outstanding commercial debts to British exporters 304
E C and S community: Iron and steel products – duties . . 313
France: Global quotas for live sheep, mutton and lamb; frozen beef; fresh and chilled beef; Import regulations for electric brushes; Global quotas for bananas; unroasted coffee 315
Ghana: Notice to Importers No. 243 305
Italy: General turnover tax 314
Jamaica: Import licensing arrangements 317
Japan: Tariff changes 304
Lebanon: Customs tariff amendments 306
Mexico: Import licensing 317
New Zealand: Customs tariff inquiry 298
Nigeria: Customs drawback amendment 306
Northern Rhodesia: Suspensions of duty 307
Pakistan: Import licensing policy for January to June, 1964 . 304
Portuguese East Africa: Liquidation of Indian Assets . . 304
St. Christopher, Nevis and Anguilla: Customs duties on aerated waters and other non-alcoholic beverages . . . 317
Sierra Leone: General Import Licence No. 1 of 1964 . . 305
South Africa, Republic of: Weights and Measure Act, 1958 . 304
Southern Rhodesia: Industrial drawbacks and rebates . . 310
Trinidad: Marking of pvc insulated cables 317
Turkey: Global import quotas and liberalization lists . . 311
Venezuela: Import control and customs tariff changes . . 318
Zanzibar: Invoicing procedure 304
Index to statistics published regularly in the *Board of Trade Journal* 320

Front cover photograph

Production of continuous filament glass-fibre tape, particularly for use in the electrical insulation field, at the glass textile producing factory of Turner Brothers Asbestos Co. Ltd., at Dungannon, Northern Ireland. This photograph is one of a series taken by Walter Nurnberg. Turner Brothers Asbestos Co. Ltd. recently announced the setting up of a new research block on their Rochdale factory site to centralize research activities and to provide improved facilities. The building, which is scheduled for completion in July 1964, was designed by the Building Section of the firm's Engineering Design Department, and constructional work is being carried out by George Wimpey Co. Ltd., Salford.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 6d. (annual subscription £4 12s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1964

Extracts may be published if the source is duly acknowledged, except that permission of the authors must be obtained to reproduce signed articles.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654). Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

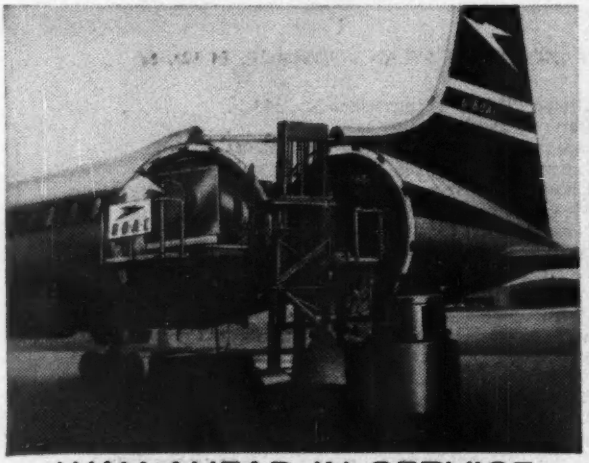
Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrance (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

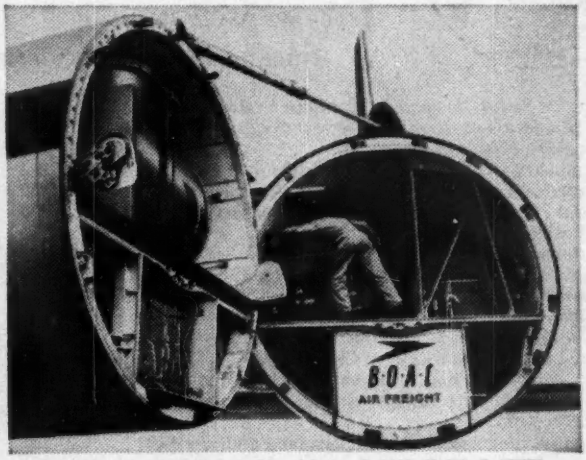
Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 3s. 0d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

Here's why BOAC leads in AIRFREIGHT TRANSATLANTIC

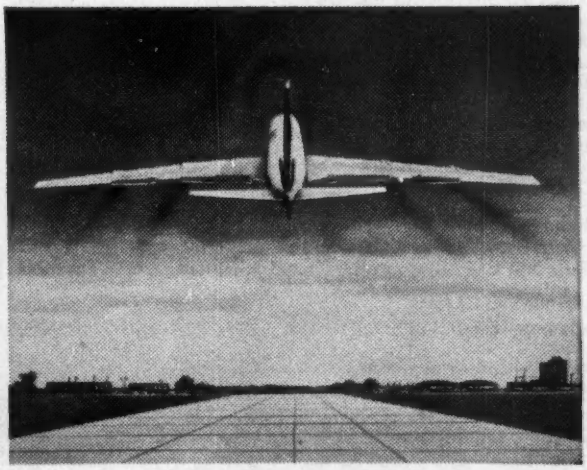


WAY AHEAD IN SERVICE
Europe's most modern facilities



WAY AHEAD IN AIRCRAFT
New swing-tail CL44s, 707 jets and DC-8s

WAY AHEAD IN FREQUENCY
With T.C.A., 60 cargo-carrying jet services every week



AWAY AHEAD!
Only BOAC flies from London, Manchester and Prestwick

BOAC's unrivalled transatlantic cargo services mean more business opportunities for you the exporter! New developments centre round the addition of 6 CL44 all-freight services a week. BOAC CL44s can take any load from an 80ft. piece of machinery weighing 28 tons down to the smallest packages—all at economical rates. Add to this your savings in insurance and packing, and the many comprehensive BOAC facilities that help speed your goods to an immediate profit, and you can see why it now makes double the sense to jet your freight by BOAC. *Have a word with your BOAC Appointed Cargo Agent, or get in touch with BOAC.*

B·O·A·C
speeds the export drive

BRITISH OVERSEAS AIRWAYS CORPORATION WITH T.C.A.

THE FRENCH MARKET (5)

Prospects for British business in Northern France

BY H.M. CONSUL AT LILLE

In view of the size and variety of the French market, 1962 saw the appointment of Market Officers to the British Consulate-Generals at Lyons, Marseilles and Strasbourg, and to the British Consulate at Bordeaux and Lille. These posts are now equipped to deal with trade enquiries, and this Article, the fifth of a series, will, it is hoped, enable United Kingdom firms to gauge the opportunities that may exist for their products and to decide whether it would be useful for them to make a more detailed survey on the spot themselves. If such firms decide to do this (as is recommended by the Commercial Department of the British Embassy in Paris), they can be sure of getting help from the Consular Officers and their Market Officers. (The four previous articles were published October 4, October 18, November 8 and December 20, 1963.)

THE CONSUL at Lille has the smallest of all the British consular districts in France, comprising five 'départements' with a total area of only a little over 31,000 square kilometres (about 12,000 square miles). The total population residing in this area is nearly 5 million and, as is shown by the following table based on the 1962 census, is somewhat unevenly distributed.

Département	Area (Square Kms.)	Approximate Population
Nord	5,774	2,261,000
Pas-de-Calais	6,751	1,337,000
Somme	6,163	482,000
Aisne	7,428	510,000
Ardennes	5,253	298,000

For the purposes of the Government's economic planning, the Ardennes is included in the economic region of Champagne along with three other 'départements' which lie to the south and south-east outside this consular district; the Somme and the Aisne are lined with one other such 'département' to form the economic region of Picardie; while the Nord and Pas-de-Calais together form a distinct region under the name of Nord, and as their joint population of some 3.6 million amounts to three quarters of the population of the whole of the area now being considered, attention must inevitably be focussed mainly on them.

Population

The administrative and industrial centre of the Ardennes, Charleville-Mézières, has barely 40,000 souls and although there are other smaller towns most of the people are engaged in agriculture. The same is broadly true of Aisne, whose county town, Laon, has barely 25,000 inhabitants, but St. Quentin, with well over twice that number, is an important industrial concentration. The Somme is also traditionally concerned with agriculture but its capital, Amiens, has 105,000 people and is growing rapidly, mainly because of its go-ahead policy of encouraging the establishment of new industries, and is also administrative centre of the economic region of Picardie, which claims to have achieved particular success in meeting the needs of its growing industries without denuding the countryside of rural workers.

The county town of the Pas-de-Calais, Arras, with around 41,000 inhabitants, is somewhat over-shadowed by a complex of towns to the north centred on Lens in the adjacent coal-mining area. On the coast lie Calais, the biggest town in the département with nearly 70,000 people, and Boulogne, with nearly 50,000, both growing rapidly.

The chief town of the Nord is Lille, which is also the centre of the economic region bearing the same name. Although the town of Lille itself has only 200,000 inhabitants and has little possibility of increase within the very limited area which it covers, it is surrounded by a host of smaller townships which, together with Roubaix (110,000) and its satellites, house in what is rapidly becoming a single conurbation a total population of 800,000 and it is confidently predicted that this figure will have risen to a million by 1970 as more and more workers succumb to the attractions of the big city. While with this development the urban area centred on Lille takes on more and more the character of a metropolis, it has been accompanied by a no less striking expansion in most of the towns of medium size (10,000 to 50,000) throughout the region, only the very smallest having shown signs of stagnation.

At the turn of the century, the region (Nord and Pas-de-Calais) used to account for about 30 per cent of the net population growth of the whole country, a rate intimately bound up with the intense growth of industry in the area at the time. Such an abnormal rate could not continue indefinitely and between the census of 1954 and that of 1962 the region accounted for no more than 7·1 per cent of the total national increase. Moreover, the regional rate of net increase, 7·3 per cent was slightly below the national average (8·1 per cent) for the first time within living memory. Since the local fertility rate remains well above the national average, the difference must be explained in terms of an outward migration. It is probable that some of this took place from certain mining areas, for in the region as a whole the number of workers engaged in the mining industry is said to have dropped by a sixth over the period in question. Agriculture is said to have lost a quarter of its workers. Most other sectors showed a definite upward trend, the most notable being an increase of about a fifth in the building industry. Although the rate of growth seems to have fallen off somewhat compared with earlier periods, it is very far from having been reversed and it must not be forgotten that even now the region, though occupying no more than 2·3 per cent of the national territory, contains some 7 per cent of the national working population and about 8 per cent of the population as a whole, of whom about three quarters are said to live in towns, as compared with a national proportion of not greatly more than a half. In short, the region contains one of the greatest concentrations of population and industry in France outside the Paris Region and this seems likely to remain true for the foreseeable future.

Many of the inhabitants of the region are of Flemish extraction and are closely akin to the Belgians on the other side of the frontier that corresponds to no natural or topographical division. The developing metropolitan area around Lille itself lies in a kind of salient partly surrounded by Belgian territory. There is a brisk movement of goods and people across the frontier and some thousands of young Belgian workers commute daily across it to work in the textile factories of Roubais and Tourcoing. The authorities on both sides have set up joint organizations to co-ordinate the economic development of the provinces which are divided by the political frontier but whose inhabitants are closely linked by

marriage and other bonds and together total 6 million. It may be worth noting in passing that within a radius of no more than 60 miles from Lille there resides a population of 13 million.

Another important element in the local ethnic mixture consists of the descendants of very considerable numbers of Polish immigrants, many of whom were attracted by the work awaiting them here between the two wars. Workers from other countries are still welcomed in these parts and include many from Italy and Spain as well as from places farther afield such as Algeria and, more recently, Morocco. Most of these seem to adapt themselves readily to the local tradition of hard work. The local people are very conscious of this tradition earned by their ancestors and manifestly intend to be found worthy of it. Alongside this pride in local tradition there is a comparatively new element, at least at the higher levels, deriving from a sense of conscious participation in a national economic resurgence. All this finds expression in a determination to maintain. and if possible increase, the region's contribution to the national output and also its share in the resultant benefits. This purposeful, forward-looking outlook is very striking to anyone coming into contact with local business circles for the first time.

Communications

The region claims that its communications networks are already more highly developed than the national average, in the proportions of 50 per cent for the roads, 100 per cent for the railways and 400 per cent for inland waterways, and further development is in progress or is planned in all of these fields.

If the local 'pavés' deserve their evil reputation among British motorists, many of whom come over to the Continent either by sea to Boulogne, Calais or Dunkirk or by air to Calais or Le Touquet, many roads are being re-surfaced and some entirely new motorways are beginning to take shape, notably in the directions of Paris, the Channel Coast and Lille, and Belgium, where the system will be linked with the Belgian one to give easy access to Brussels, Antwerp and more distant destinations. During 1963, 1,672,000 passengers passed through the sea-port of Calais which provides the principal sea and rail link between the United Kingdom and the Continent and, as most English people know, is the starting point of direct train services to Paris, Brussels, Vienna, Rome and other European capitals. It is perhaps less widely known that almost all the main railway lines in this area are already electrified and that the conversion of the remaining few that are not is in progress. Among the dense network of navigable waterways, the main artery is the one linking Valenciennes with Lille and Dunkirk, which is being widened to permit the passage of barges of up to 1,350 tons using modern propulsion methods. This will provide an outlet from the important metallurgical area of Valenciennes to the port of Dunkirk where a recently-constructed steelworks is rapidly increasing its output, and will facilitate the industrialization of a number of intervening areas

Apart from the well-known Cross-Channel links with Calais and Le Touquet, local air services are less well developed than other means of transport. There is no air service between Lille and Paris, probably because it would be difficult for such a service operating between suburban airfields to beat the comfortable and convenient express train service which covers the distance of some 150 miles between the two city centres in only a little over 2 hours. There are planes on most days between Lille and Lyons, Nice, Marseilles and Nimes, and since the beginning of this year the time-table of the service beween Lille and London has been modified to permit an early-morning departure from Lille every day except Sunday and a mid-evening return every day except Saturday, with a scheduled flight time of 1¼ hours. New air-port terminal buildings at Lille which were completed last Autumn are agreeable in appearance and efficient in function. They are operated by the local Chamber of Commerce and Industry and represent but one example of the efforts being made by this energetic body to keep abreast of modern developments in all spheres. They hope that as time goes on the air-lines serving population centres in Northern Europe will be increasingly attracted to Lille air-port, serving as it does the considerable population on both sides of the frontier already described above.

Industrial development

The rapid development of the region at the turn of the century was facilitated by the presence of rich seams of coal. The production peak of 29 million tons reached in 1960 seems unlikely to be reached

BRITISH AND FRENCH BANK LIMITED

IMRIE HOUSE, 33-36 KING WILLIAM STREET,
LONDON, E.C.4

•

Affiliate of

BANQUE NATIONALE POUR LE COMMERCE ET L'INDUSTRIE, PARIS

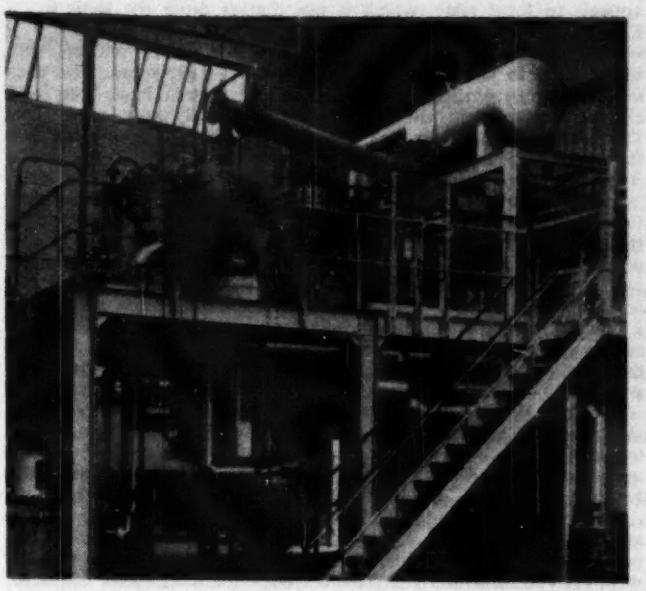
•

ENQUIRIES
are invited on all foreign banking
transactions, particularly those pertaining to
FRANCE
and in the following Territories where Members of the
B.N.C.I. GROUP
are established

ALGERIA, BURUNDI, CAMBODIA, CAMEROUN REPUBLIC, CANADA, CENTRAFRICAN REPUBLIC, COLOMBIA, CONGO REPUBLIC (BRAZZAVILLE), CONGO REPUBLIC (LEOPOLDVILLE), DAHOMEY, FRENCH SOMALILAND, FRENCH WEST INDIES, GABON, GERMANY, HONG KONG, IRAN, IVORY COAST, KENYA, LEBANON, MALAGASY REPUBLIC, MAURITANIA, MEXICO, MONACO, MOROCCO, PANAMA, REUNION, SENEGAL, SOUTH VIETNAM, SWITZERLAND, TANGANYIKA, TCHAD, TOGO, TUNISIA, UGANDA, UPPER VOLTA, URUGUAY.

•

Associated Bank in Nigeria: UNITED BANK FOR AFRICA LIMITED



A complete synthetic resins plant designed and supplied by Hygrotherm Engineering Ltd., to Arthur Holden & Sons Ltd's factory at St. Pierre Les Elboeufs. A large part of the equipment was manufactured in France to the detailed specification of the supplier and the customer has recently placed an order for a second similar installation.

again because most of the easier seams have now been worked out (as attested by the gigantic slag-heaps which relieve the monotony of an otherwise flat landscape in the central part of the region) and the remaining seams are mostly difficult to work. The problem has been further complicated by reductions in working hours and by the reluctance of some of the local people to enter the mines if other work can be found, as it now increasingly can, though this difficulty has been overcome by the immigration of foreign workers already noted above. Output seems to have been stabilized at about 27 million tons a year, which is virtually half of the total mined in the whole country, and coal is still the major source of energy in the French economy, despite the increasing use of oil, a rising proportion of which is being brought in through the modern installations of the port of Dunkirk. In recent years the regional output of electricity from thermal stations has been equivalent to a tenth of the national production from both thermal and hydro-electric stations. The region has supplied two-thirds of the national output of gas from coke-ovens and 15 per cent of the gas from all sources. All in all, it is claimed that the region supplies nearly a quarter of the national output of energy based on coal, oil and gas.

The traditional steel-making centres of Valenciennes and the Sambre basin have in recent years produced nearly 4 million tons of crude steel a year, which was already a fifth of the national production, and when the new steel-works at Dunkirk achieves full production in the near future the total should top 5 million. The region can also boast of four factories producing non-ferrous metals such as zinc (over half of the national output) and lead (practically the whole French output). The nearness to sources of energy and the presence of the steel and metal industry has naturally encouraged the establishment of engineering works of all types. Many of the chemical products necessary for modern industrial processes come directly or indirectly from coal, and the region claims nearly half of the national production of nitrogen, two fifths of benzole, over a quarter of tar, about a quarter of sulphuric acid and nitric acid, a tenth of the superphosphates, and so on. In addition to the traditional industries producing dyes for textiles and fertilizers for agriculture, a large number of coal-chemistry plants have sprung up (ethylene, plastics, ethyl syntheses, polystyrene and polyesters) and to balance this production based on coal there are to be various petro-chemical plants drawing their raw materials from a large new refinery at Dunkirk.

The region claims to have the greatest concentration of textile production in Europe, mainly in and around Roubaix and Tourcoing near the Belgian frontier. Here for generations all stages of manufacture have been carried out in wool, cotton, linen, jute, hemp

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telegraphic Address
LONDON	39/45 Finsbury Square	'WINJOHN'
,,	201/205 Long Lane	,,
,,	6 Burrell Street	,,
,,	13a Bruton Place	,,
,,	59/62 Ewer Street	,,
,, (Airport)	Queen's Building,	'STONJOHN'
,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	54 Merrion Street	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
,, (Airport)	Genair Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
NEW YORK	11 Broadway	'PENWINGATE'

Connecting with a network of reliable agents overseas

TRAVEL BRANCH

WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton Street, LONDON, W.1

Telegraphic Address 'WINGTRAV'

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

and, more recently, synthetic fibres. More than a million bales of wool are brought in every year, mainly from Australia, and the region produces nearly nine tenths of the national output of worsted yarn. Almost the entire French production of linen yarn comes from the area around Lille and Armentières. Dyeing and finishing plant dealing with both wool and cotton account for nearly four-fifths of the French work in this field. Most types of material (except silk) for men's and women's clothes are produced in quantity and made up into finished garments. The local carpet industry claims nearly nine-tenths of the national production while furnishing fabrics amount to seven-tenths of the total French figure if we except the special materials made in Lyons.

Other industries include glass-making, cement manufacture, paper-making and many others which it would be too tedious to list. Nevertheless, some local economists consider that there is still a need for further diversification of production believing that although in most fields there is a shortage of labour at present, this situation could be modified in the quite near future as a result of foreseeable increases in population and expected developments in production techniques. The various economic and administrative authorities are planning appropriate measures to encourage the establishment of new industries, particularly in the field of light engineering and consumer goods, where the scope is thought to be especially great.

Agriculture and fisheries

Around the spreading cities in the Nord and Pas-de-Calais, and throughout most of the rest of this consular district, lies rich agricultural land. If, as noted earlier, the agricultural working population is falling, this trend is matched by the increasing mechanization of primary production, which is bringing to still higher levels the already high yields obtained from the rich alluvial soil, in cereals, potatoes and other root-crops, and dairy produce. The Nord and Pas-de-Calais region alone produces more than a tenth of all the flour milled in France and, using local sugar beet, about a fifth of the sugar refined in France. Ancillary industries such as starch manufacture are well developed. Boulogne, on the Channel Coast, in addition to being the chief terminal of the car-ferry service from England, and coping with considerable quantities of general cargo, has a large and modern fishing fleet. One third of all the fresh fish landed in France comes ashore at Boulogne, from where it is distributed over a very wide area.

Trading prospects

In 1962, the latest year for which authoritative figures are available, the total salary bill of the region of the Nord rose by 10 per cent as compared with the previous year while the size of the labour force remained virtually constant. This increase was far greater than that which was recorded in the cost of living in the same period and indicates a considerable increase in the purchasing power of the local population.

As regards the manner of life of the individual residents of the area, changes have been taking place of the same order as has been noted in respect of other parts of France. There has been the same tendency towards town-dwelling and in particular flat-dwelling with the accompanying insistence upon standards of domestic equipment not hitherto widespread. This obviously creates a potential demand for all sorts of items of construction equipment and building accessories. At the same time, the occupants of both new and old-type housing are interested in acquiring all the usual adjuncts of comfortable living, including mechanical and electrical labour-saving devices, furniture which is comfortable and not (like so much traditional French furniture) merely elegant, carpets, etc. After comfort comes the need for amusement and with the increased leisure consequent upon shorter working hours all round comes the demand for equipment for all kinds of spare-time activities both sedentary (radio and television sets and the like) and active (sports equipment, camping, boating, and all the other manifold activities which the ubiquitous motor-car makes possible). The region is somewhat deficient in facilities for organized games and sports, as compared with Belgium and the rest of France

The above account, incomplete though it is, may perhaps suffice to give a general idea of the people of this area and their activities. Where the people's occupations are so diverse, it is scarcely possible to list all the particular commodities which might find a market at a particular time. There is a potential market for most items, provided that quality and price are correctly balanced, and the design appeals to local taste, which is not always quite the same as in England.

Britain still enjoys a number of psychological advantages here which help to smooth the path of potential exporters. The connections between this part of France and Britain have been very close in more than the obvious geographical sense even since William the Conqueror took his wife, the future Queen Matilda, from Lille. The scenes of bitter conflicts of earlier days, like Agincourt, now serve only to remind us of the inextricable intertwining of our destinies. For centuries past, the wool manufacturers have been in close touch with Yorkshire, sometimes sending their sons to study techniques in Bradford, particularly. The import of so much wool from the Commonwealth has involved sustained contacts with the English-speaking world. In this century, our soldiers have twice fought over this region in alliance with the French, leaving behind them their less fortunate comrades whose memory is honoured in the hundreds of cemeteries throughout the area, beautifully laid out and perfectly maintained by the Commonwealth War Graves Commission whose Regional Headquarters is at Arras. Warm memories remain and a host of personal relationships are still actively cherished. Hundreds of thousands of British tourists flood through the Channel ports every summer. These long-sustained contacts have bred a rare closeness of sympathy between the French of Flanders and Picardy and the British.

Unfortunately, even the strongest feelings of friendship do not automatically enable a French businessman to understand correspondence and technical literature in English, and very few Frenchmen, even those with a complete command of the English language, ever really master the intricacies of the English system of weights and measures. And so the need to correspond and quote in a manner acceptable to the reader is no less real in this part of France, despite its proximity to our country, than in other parts of France as recorded in previous articles.

Some local Chambers of Commerce complain that though their members might prefer to buy from Britain rather than from some of her competitors, British products are not offered to them. They scarcely ever see visiting British businessmen, they say. Nor, it might be added, does the British Consul fare much better in that regard. No doubt much business is done without recourse to either the Consul or the Chambers of Commerce, but the impression persists that more might still be achieved. In most cases, it is probably best to appoint a local agent, for however competent a central agent in Paris might be, a local man is often better placed to win the confidence of the people of this region, where feelings of local patriotism are very strong.

The tariff system of the Common Market places us at an obvious disadvantage but as long as prices can be kept down at home this disadvantage may not be insuperable, and there is much to be said for getting a foot in the door before it becomes still harder to open. If direct sale should prove impossible it might be worth joining forces with a French manufacturer, either for manufacture in France or at least for reciprocal marketing. Some British firms have already undertaken such projects. For this purpose, this part of France is well situated, not only because of easy access from England, but also for possible future distribution through the Northern area of the Common Market. The municipality of Calais is particularly conscious of its potentialities in this connection and offers special facilities for firms bringing in new industries but it is only one example among many, for the authorities at both local and regional level have established organizations to facilitate such developments in many practical ways.

Embassy tableware on display

A SET OF tableware intended for use in the British Embassy at Warsaw – the first of a new range commissioned by the Ministry of Public Building and Works for use in the more important British Embassies – will be shown in the Design Centre for three weeks from February 24. The chinaware, made by Minton Ltd., Stoke-on-Trent, is decorated with a design commissioned from Prof. R. Guyatt, Hon. ARCA. A plate bearing the Royal Coat of Arms was featured in a coloured photograph on the front cover of the *Board of Trade Journal* of May 3, 1963. The silverware in the display has been designed and manufactured by David Mellor, RDI, DesRCA, and the glass (which is available commercially under the name 'Envoy') was designed by Prof. R. Y. Goodden, CBE, RDI, ARIBA, FSIA, and made by Thomas Webb and Sons Ltd., Stourbridge.

Expand trade with Australia

Mr. Edward Heath

'THE COMMONWEALTH is of value in a variety of ways, to its members and to the world, but its value does not lie, its future does not lie, in being a self-centred trading group,' said Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, at the Australia Club dinner, at the Dorchester Hotel, London, on January 30. 'The Commonwealth is not an exclusive economic entity and it would be wrong to try to make it so. The real value of any trading group lies in the contribution it can make to the expansion of *world* trade and in the world today trade and prosperity are indivisible. Britain and the other Commonwealth countries have growing trading links with all corners of the world; as these links increase, this will be a source of strength, not of weakness, to the Commonwealth and it will be no less a source of strength to the world.'

The Secretary of State continued that we wanted to see a dynamic and expanding Commonwealth trade and this could be so if traders adapted themselves to new conditions. We had to seize new opportunities, not lament the loss of old ones. In Australia, for example, flourishing domestic industries had been and are being developed. Many more Australians now worked in factories than on the land. Britain had done much to help Australia build up her industries and we had a huge investment stake in Australia though few Australians seemed to know of it. In round figures the total in 1962 was about £1,200 million.

'Australia has a vital, and developing economy. Many visitors from Britain are surprised to find that nine tenths of the goods in the big Melbourne and Sydney stores are made in Australia. But because Australia now makes so many things she used to import, many of our traditional exports have passed through a very hard time. British traders have had to struggle to offset the loss of old trades by developing new ones. This has not been easy and this is one reason why our total exports to Australia have grown so little recently. Yet, as I have said, our exporters have shown themselves highly competitive elsewhere.

'Our attempts to stimulate interest in Australia sometimes fail to rouse enthusiasm with our exporters who say that Australia's policies of protection defeat their efforts and they contrast this protection with our duty-free entry for virtually all Australian goods. But there is a credit side: Australia has lifted practically all her import licensing controls, two-thirds of her imports from Britain are duty-free, and the expansion of Australia's economy and the changes which have been made are producing new demands and new opportunities.

'So rapidly is Australia changing that she ought really to be treated now as a new market for British goods. There are many more Australians – many more New Australians – many more young Australians. More of them are well to do. They are more interested than ever before in design and quality.

'British firms ought to review their selling techniques in Australia. Firms who have done little business before should make a new start. To my fellow countrymen I say – let us show renewed vigour and fresh enterprise in these great tasks. 1964 is an excellent year for this for the trade winds are blowing our way and a determined campaign to promote our trade in Australia is already under way.

'The British Government are helping to finance a complete programme of major activities. Last March the British Pavilion at the Melbourne Fair was the biggest national exhibit there. This year there are to be British Weeks in the chief Australian cities and these activities will culminate in the British Exhibition at Sydney next September, and we mean this to be the largest all-British Fair ever held abroad; the whole programme is the biggest single effort ever put on by Britain overseas.

'Let me praise the efforts made by the Federation of Commonwealth Chambers of Commerce to establish Action Councils to tackle trade problems between our two countries. These councils will aim to promote two-way trade between Australia and Britain; indeed they will cover the whole field of economic relations between the two countries.

'I am glad to announce that Lord Baillieu has agreed to become chairman of the British Action Council. A number of distinguished figures in industry and commerce have agreed to serve on it. I understand that it is planned to form an Action Council in Australia very soon. All this activity is most encouraging. I should like to see more British businessmen than ever before – and at top level too – visiting Australia to find the opportunities for themselves. The Board of Trade will be glad to do all it can to help them.

'I know they will find the warmest of welcomes and the greatest of opportunities. They will find a country whose vast territories hold immense riches. Yet this wealth is so far hardly explored. Compared with their great land the Australian people are still tiny in numbers. Yet they are growing fast, they have achieved world standing and authority, they have given the world great figures – in music, art, literature, science and sport, and Australian statesmen have achieved international eminence. With all this there need be no limits to Australia's future'

The members of the new British Action Council mentioned above are: Sir Donald Anderson, chairman of P. and O.; The Hon. Geoffrey Gibbs, chairman of the Australia/New Zealand Bank; Mr. A. B. C. Harrison, M.P. for Maldon, Essex; Mr. G. Le Mare, deputy managing director of Crittalls; Lord Netherthorpe, chairman of Fisons Limited; and Mr. R. P. Phillips, chairman of the Australia-British Trade Association.

BOARD OF TRADE JOURNAL ADDRESSES

The editorial offices of the *Board of Trade Journal* are now at 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653, 2654, 2656 and 2729).

INDEX

Inquiries about the detailed contents of the *Journal* (dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Tel. Sullivan 3400, Ext. 3038), who compile the half-yearly index to the *Journal*.

SUBSCRIPTIONS AND SALES

Subscriptions and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh 2; 39 King Street, Manchester 2; 35 Smallbrook Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 80 Chichester Street, Belfast, or through any bookseller. Telephone inquiries should be made to Waterloo 4994. Ext. 1195.

ADVERTISEMENTS

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (Tel. City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Buildings, 16 Farrington Street, London, E.C.3. (Tel. City 3718).

Change of address of Board of Trade Advisory Committee

THE SECRETARIAT of the Board of Trade Advisory Committee (not the Regional Development Division as reported in last week's *Board of Trade Journal* (page 192)) have moved from Neville House, Page Street, London, S.W.1, to Gavrelle House, Bunhill Row, London, E.C.1. The new telephone number is Monarch 4071.

New address for Scottish Board for Industry

The Scottish Board for Industry has moved from 40 George Street, Glasgow, to 280 George Street, Glasgow, C.1. The telephone number remains the same: Bell 4455.

EFTA inquiry point in London

INFORMATION about the European Free Trade Association (EFTA) is to be made more easily accessible to members of the public. A general EFTA Information Centre has been established in the Information Branch of the Board of Trade's London headquarters. It is not intended that the new Centre should replace the existing channels for business and specific inquiries about the EFTA Convention, but since responsibility in the United Kingdom for EFTA activities is spread over several departments (especially the Board of Trade, Customs and Excise, Foreign Office and Treasury), this inquiry point should be useful for those who may not know the best source for the information they want.

Anyone who wishes to make use of this service is invited to get into touch with Mr. Michael Young, Room 527, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

Note:

The EFTA Secretariat has an Information Department in its headquarters at 32 Chemin des Colombettes, Geneva, and an EFTA Information Office in Washington. Otherwise information activities for the Association are conducted by the Governments of member countries. The new Information Centre is intended primarily to disseminate information about EFTA activities. It will also advise in cases of uncertainty about the appropriate source of information.

British industry's more aggressive attitude in the United States market

'THE EXPORT DRIVE so greatly helped by your many excellent Government, and other, organizations such as the Board of Trade, the Western Hemisphere Exports Council, the Federation of British Industries and the National Association of British Manufacturers, as well as the Chambers of Commerce, has resulted in a much more aggresive attitude by British manufacturers toward selling in the American market,' said Mr. William E. Channing, Director of Time-Life International Ltd., and President of the American Chamber of Commerce in London, who was chief guest at the Annual Dinner of Barnsley and District Chamber of Commerce, on January 20.

He continued: 'America continues to be your best market for motor cars, whisky, clothing, raw textile fibres, wool waste, chemicals, leather, textile yarns and fabrics, iron and steel, footwear, glassware, pottery and is also a big market for British machinery, metal, scientific instruments and various manufactured goods.

'There is no doubt that, given a reasonable amount of increased effort on the part of British businessmen interested in the great potentialities of the American market, the British would be able to increase visible exports substantially during the next few years.

'I find many small and medium-sized manufacturers are scared to join battle in the vast yet profitable American market, seemingly petrified by its size. Yet there are known ways of attacking this "Goliath" without having to be a "David". But advice as to the best marketing approach is needed. Many of my British friends seem to take for granted that the American Chamber of Commerce in London serves only American business interests in Britain, whereas we are really and truly dedicated to the furtherance of the two-way trade between our two countries and are always willing, ready, and hopefully able to assist any British Chamber or British firm interested in doing business in America. We have recently conducted a panel discussion in Manchester on selling in the American market and are discussing the possibility of doing something similar shortly in Birmingham.'

Economic Trends – January

THE JANUARY issue of Economic Trends, published on February 1, (H.M. Stationery Office, price 6s.), contains an article by the Central Statistical Office giving detailed estimates of national income and expenditure up to the third quarter of 1963.

The estimates show that the gross domestic product rose substantially during the first nine months of 1963 and that this was due to an increase in consumers' expenditure and also to increases in exports and gross fixed investment by the public sector. Up to the third quarter, neither investment in fixed assets nor in stocks by private industry and trade appeared to have made any contribution to the rise in output since 1962.

Mr. Edward du Cann (right), Minister of State, Board of Trade, talking to Mr. Sam Alper (left), managing director, Sprite Ltd., and Mr. Peter Mount, works manager, during his recent visit to the Sprite Group, Newmarket, to mark the Group's latest export achievement. Figures released during the Minister's visit show that during the twelve months ended September 1963 the Group exported 5,300 caravans valued at £1¼ million, out of a total production of 9,288 caravans.

Latin America Trade Conference in London

A TWO-DAY conference on Latin America for businessmen will take place at the Livery Hall of the Guildhall, London on March 10 and 11. Mr. Edward du Cann, Minister of State, Board of Trade, will open the proceedings, and the Earl of Dundee, Minister of State, Foreign Office, will make the closing address.

The object is to put Latin America in perspective by depicting in a challenging way for British industry the main trends of the moment and the factors and policies influencing future prospects for trade and investment in the different countries in the area.

The conference will especially highlight:

- the chief economic trends in the region;
- the development and impact of economic groupings there;
- the Latin American Free Trade Association and the Central American Common Market;
- the efforts to promote economic growth and achieve stability undertaken by international financial agencies including the Inter-American Development Bank;
- the Alliance for Progress, through which it is hoped to change the whole aspect of Latin America during the 1960s;
- the possibilities for co-operation by British and other European countries with the above organizations in their economic policies and activities in Latin America;
- the implications of these developments for British trade and investment.

The conference is jointly sponsored and organized by The Hispanic and Luso-Brazilian Councils (Canning House) which, under the presidency of Viscount Davidson, have worked during the past twenty years to forge closer cultural and economic ties between Britain and the nations of Latin America, Spain and Portugal; and The Western Hemisphere Exports Council, whose chairman is Lord Rootes. This council was formed in 1960, as a successor to the Dollar Exports Council, formed in December 1951. It is a private body, sponsored and supported by H.M. Government, British industry, commercial and financial institutions and the Trades Union Congress. Its function is the promotion of trade and investment between Britain, the Americas and the Caribbean area.

Further information from Mr. J. C. Hunt, Canning House, 2 Belgrave Square, London, S.W.1 (Tel. Belgravia 2304), and Mr. B. G. Fordham, Western Hemisphere Exports Council, 21 Tothill Street, London, S.W.1 (Tel. Whitehall 0871).

'India could become our most important market'

—The Chancellor

'THE TRADE and financial links between India and Britain are by tradition very close and strong,' said Mr. Reginald Maudling, Chancellor of the Exchequer, at the Republic Day Anniversary dinner of the Indian Journalists' Association at the Connaught Rooms, London, on January 29. 'This is as true today as it ever has been. Britain's investment in India is of the order of £330 million – more than all other countries together. We provide a market for almost a quarter of your total export sales and you in return provide a market of large and growing importance for ours. At the moment, of course, your market is limited very strictly by shortage of foreign exchange but this time will pass. I believe that there will be a tremendous development over the next few decades in trade between our two countries. By the end of this century India could become the most important market in the world for British goods and I would hope that long before then we should see an Indian investment in Britain commencing as a counterpart of our investment in India.

'All this may sound rather utopian in the light of present difficulties under which you are labouring. The daunting problems of economic development; the growth of population; the Chinese threat across the border. But I believe all who have any knowledge of India and any friendship for her peoples will share my belief in the great potential that lies in your country.'

This was another reason, of course, why we should continue our efforts to help in your economic development, the Chancellor continued. He believed that the principal reason for one country giving aid to another was the simple moral duty that rested upon the more prosperous to help those who were less well placed. The giving of aid was something that should be pursued for its own sake, whether it was financial aid or the provision of technical assistance. But there was also this degree of self-interest that prosperity flowed over the boundaries of countries and the more prosperous one became the greater the mutual benefit that could arise from trade between them.

'Assistance to India in meeting her development problems takes, of course, three forms. There is first of all direct Government-to-Government aid, financial and technical. This has recently very greatly increased and represents a substantial burden on our economy, but it is a burden that we are determined to shoulder. Secondly, there is private investment, which can be of immense importance. Indeed, this is especially true of India. We must continue to encourage private investment in worthwhile projects but if this is to be done investors must be confident of fair treatment and security. Thirdly, there is trade. There is a growing recognition of its importance.

'Development plans such as yours cannot be fully successful unless they lead to vigorous expansion of exports. We in Britain have played our full part and will continue to do so in making a market for Indian exports. It is true that we can no longer accept without any limit imports of cotton textiles but already something like 40 per cent of our domestic consumption is taken by imports and our domestic industry is now only half the size it was ten years ago. If only the other industrialized nations had been prepared to accept imports on a similar scale how different would the position of India have been today.'

ECGD business up 18½ per cent in 1963

ECGD INSURED 'commercial' business amounting to £1,041·7 million last year, compared with £879·4 million in the previous year. This represented a rise in ECGD-insured exports (including some external trade) of 18½ per cent, compared with the 7 per cent rise in total United Kingdom exports. One reason for this was the increase in the number of ECGD Comprehensive policyholders, from 6,229 at the end of 1962 to 6,749 at the end of last year.

Business declared as shipped during the final quarter of 1963 amounted to £255·4 million, less than the record figure in the previous quarter (£274·9 million) but more than the £216·4 million in the corresponding quarter of the previous year.

New business insured during the quarter where terms have exceeded six months credit was £52·7 million, compared with a quarterly average over the previous twelve months of £42·3 million. It included contracts for boiler plant (£2·7 million), fertilizer plant (£1·2 million), and a cargo vessel (£1·1 million). In addition Financial Guarantees were issued during the quarter for 4 contracts totalling £12·9 million.

Formal quarterly statement

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Acts) at the end of the fourth quarter of 1963 was 6,749. This compared with 6,611 at the beginning of the quarter and 6,229 at the end of the corresponding quarter last year.

The face value of Comprehensive policies current at the end of the quarter was £1,160·7 million, compared with £1,133·1 million at the beginning of the quarter, and £978·0 million at the end of the corresponding quarter last year.

New Specific policies (covering individual contracts) to a face value of £10·1 million were issued during the quarter. Taking these together with new contracts involving more than six months credit declared under Comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months credit was £52·7 million, compared with the quarterly average over the previous twelve months of £42·3 million.

The combined value of all Comprehensive and Specific insured business (including external trade) declared as shipped during the quarter amounted to £255·4 million, compared with £274·9 million in the previous quarter and £216·4 million in the corresponding quarter last year.

Export Credits Guarantee Department

During the quarter ended December 31, 1963, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949 (as amended by the Acts of 1951, 1952, 1957 and 1959) up to a maximum of £77,201,177 in respect of guarantees amounting to £141,192,012;

(b) under Section 2 of the Export Guarantees Act, 1949 (as amended by the Acts of 1951, 1952, 1957, 1959 and 1961) up to a maximum of £40,595,590 in respect of guarantees amounting to £49,016,536.

Stamp trading

THE CONSUMER COUNCIL in general supports the terms of Mr. John Osborn's Private Member's Bill on Trading Stamps; first, because its provisions seem rightly aimed, and secondly, because it is urgent to secure the interests of the consumer by compelling stamp trading companies to give financial guarantees sufficient to cover their commitments. The Council considers, however, that the Bill needs amending in certain ways, and Mr. Osborn has indicated that he is favourably disposed to the Council's proposals.

Clause 3 (1) (*a*) of the Bill empowers the Board of Trade to regulate the cash redemption value of stamps if it appears necessary to secure that this 'bears a proper relationship to the merchandise value'. The Council considers that this phrase is too vague. Cash redemption should not put stamp trading companies out of business by making the cash option an attractive alternative to gifts. What is necessary is to enable customers to get out of their tie with a particular retailer if they wish and to protect them if their retailer stops giving stamps.

In the Council's opinion the cash redemption value should be set at a definite level, and it thinks that this should correspond with the average price paid by the companies to manufacturers for the goods offered as gifts. The Board of Trade might be charged with supervision of this requirement.

Clause 3 (1) (*b*) of the Bill seems to the Council to be concerned solely with regulating the price charged to retailers for stamps. The end result might be that stamp companies lowered the value of gifts to the disadvantage of the customer. This provision should accordingly be omitted from the Bill.

The Council would also like to see included in the Bill clauses forbidding the use by stamp trading companies of misleading figures purporting to represent the value of the stamp, but, in fact, based upon the value of the goods which have to be bought to secure the stamp, e.g., £1 on a stamp voucher worth 6d. in gifts, and perhaps less than 4d. in cash. As a corollary the Council considers that full information should be given in the stamp books as to the system of issue and the amount of money which the shopper must spend to fill the book with stamps.

Metric drug measurement reaches further stage

THE MINISTRY OF HEALTH announce that a further stage in the introduction of the metric system into the United Kingdom was reached on January 31 with the joint issue by the Minister of Health and the Scottish Secretary of regulations on weights and measures of drug equivalents. (Statutory Instruments 1964 No. 81. The Weights and Measures (Equivalents for dealings with drugs) Regulations 1964). These regulations make provisions for a stage in the complete change-over in pharmacy from Imperial quantities and apothecaries measures to the metric system. This process has been going on for some years and the pharmaceutical industry already uses the metric system exclusively for the supply of bulk drugs.

The regulations prescribe, for the purpose of any dealings in drugs, amounts in milligrammes and grains which are to be regarded as equivalents of each other. The provisions take effect as from January 31. They also require, in the case of manufacturers or wholesale dealers with effect from August 1, 1965, and in the case of retail dealers with effect from February 1, 1966, that any sale or supply of certain drugs the order for which is expressed in grains shall be carried out in terms of the equivalent metric quantity.

The expectation is that by 1966 the industry will have changed over completely to metric quantities in all cases where a drug may be ordered by a unit of weight. Thus, for instance, aspirin tablets will cease to be 5 grains and will instead be 300 milligrammes.

'Come and join us in the NE'

THE CURRENT issue of 'Expansion,' the house journal of Westool Ltd., of Bishop Auckland, features an article by Mr. Angus Hunking, managing director, in which he 'challenges industry to move to the North-east and enjoy some of the benefits that his company has experienced.' Mr. Hunking's views are endorsed in a published letter from Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, an extract from which states: 'I am very glad to learn that you are to support the plans for encouraging employment in the North-east by suggesting in your journal that new firms should come up and make use of the opportunities in the region. I feel sure that the extra efforts now being concentrated on the growth area in the North-east will have very wide and far-reaching beneficial effects.'

Mr. Hunking in his article entitled 'Come and join us,' writes: 'Over the past ten years I have heard a great deal of nonsense talked about this area. The biggest nonsense of all is the continual description of the region as a depressed area. . . . Many people now regard the North-east as an industrial, social and cultural wilderness. It is nothing of the kind.'

Westool has expanded thirty-fold in the sixteen years since it moved to Bishop Auckland from London, its turnover has increased from £70,000 to nearly £2 millions and employees increased from 25 to 750.

British builders study Swedish winter conditions

THE WESTMINSTER Chamber of Commerce organized for its members a visit to Sweden from February 2-6, in order to study building methods under winter conditions and to investigate the Swedish field of engineering services as applied to the building industry.

The visit, which received the support of the British Embassy at Stockholm, was planned in conjunction with the British-Swedish Chamber to meet the interests and requirements of each participant and the programme was arranged with the co-operation of the following Swedish organizations:

The State Institute for Building Reseach, The Associated General Contractors and House Builders of Sweden, The Federation of Swedish Building Employers, The Federation of Swedish Civil Engineering Employers.

Mr. G. Rippon, Minister of Public Building and Works, whose Committee on Winter Building have recently published an interim review, joined the delegation later in the week.

Import Duties (General) (No.1) Order 1964

THE TREASURY on the recommendation of the Board of Trade have made the Import Duties (General) (No. 1) Order 1964 (S.I. 1964 No. 100). The Order came into operation on February 5, 1964.

Before that date the absence or presence of a very small proportion of silk or man-made fibres in certain made-up textile articles did not normally affect the rates of duty on goods imported from countries outside the Commonwealth preference area. It made, however, the difference between duty free entry and a duty, in most cases of 10 per cent, on similar articles which qualify for import at Commonwealth preference rates of duty. An analogous duty position existed on toys, dolls and certain other articles which contain 5 per cent or less by weight and those which contain more than 5 per cent by weight of silk or man-made fibres.

This situation gave rise to serious and disproportionate difficulty for United Kingdom importers and to complaints by Commonwealth exporters to the United Kingdom. To meet these points and as a minor measure of tariff simplification, the General Order

(1) provides for the rates of import duty on certain made-up textile goods in Chapters 40, 58, 59, 60, 61, 62, 65 and 94 of the Customs Tariff containing 5 per cent or less by value of silk or man-made fibres, to be the same as those on similar goods containing no silk or man-made fibres. The effect is that the duties on these goods from the Commonwealth are removed; and in a few instances the full rate and the EFTA rate of duty are slightly reduced;

(2) extends duty-free entry to toys, dolls and certain other goods from the Commonwealth (classified in Chapter 97 of the Customs Tariff) which contain more than 5 per cent but not more than 20 per cent by weight of silk or man-made fibres;

(3) removes the specific rates of duty on certain boot, shoe and corset laces not containing silk or man-made fibres, while retaining the *ad valorem rates*.

The General Order also removes the import duty (both full and EFTA rates) on locust bean kernels.

Copies are available direct from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. Price 2s. 3d., by post 2s. 7d.

Note:

The final sentence at (1) above refers to reductions in the full and EFTA rates of duty on the following articles containing 5 per cent or less by value of silk and man-made fibres:

Tariff sub-heading		Rates of duty			
		Current		As amended by the Order	
		Full	EFTA	Full	EFTA
40.10 (A) (3)	Certain conveyor and transmission belting	12%	4½%	10%	4%
58.01 (A) (1) (c)	Hand-made knotted carpets	4s. 6d. per sq. yd.* or 12% whichever is greater	1s. 9½d. per sq. yd.* or 4½% whichever is greater	4s. 6d. per sq. yd.*	1s. 9½d. per sq. yd.*
62.04 (A) (3)	Tent roofs each of a weight of not less than 2 tons	20%	8%	Free	Free

* Exclusive of fringes.

The Import Duty Drawbacks (No. 1) Order, 1964

THE TREASURY have made the Import Duty Drawbacks (No. 1) Order 1964, which:

(a) provides for the allowance of drawback of import duty on the exportation of imported wooden household utensils; and

(b) reduces the rate of drawback of import duty on specified imported goat and kid skins used in the manufacture of exported skins of dressed leather.

The Order came into operation on February 5 and has been published as Statutory Instrument 1964 No. 101. Copies are obtainable direct from H.M. Stationery Office.

The Weights and Measures (Testing and Adjustment Fees) Regulations 1964

THE BOARD OF TRADE have published the Weights and Measures (Testing and Adjustment Fees) Regulations 1964 (S.I. 1964 No. 75). These set out new fees to be paid by traders for the testing, passing as fit for use for trade and stamping of their weighing and measuring equipment, and for the adjustment of any of their weights and measures by an adjusting organization set up by a local authority.

The testing fees replace those in the Weights and Measures (Verification and Stamping Fees) Order 1960 (S.I. 1960 No. 975) and are designed to reimburse local authorities for the cost of doing the work.

Hitherto, fees for the adjustment of traders' weights and measures have been matters for the discretion of individual local authorities. They are now required by section 43(1) of the Weights and Measures Act 1963 to be prescribed by the Board of Trade.

Both the testing and adjustment fees have been calculated after surveys of local authorities' costs.

Copies of the Regulations are obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, or branches. Price 8d., by post 10½d.

Weights and Measures (Amendment) Regulations 1964

THE BOARD OF TRADE announce that they have made the Weights and Measures (Amendment) Regulations, 1964. The Regulations correct errors and omissions in the Weights and Measures Regulations 1963 (S.I. 1963 No. 1710), to ensure that the latter regulations repeat in substance the provisions of the Weights and Measures Regulations 1907, as amended, which they replace. The present Regulations came into operation on the same day – January 31 – as the Regulations they amend.

Copies of the Weights and Measures (Amendment) Regulations 1964 (S.I. 1964 No. 76) can be obtained from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. Price 3d, by post 5½d.

The Lace Industry (Revocation) Order, 1964

THE BOARD OF TRADE announce that following representations from, and consultation with, the trade interests concerned, an Order revoking The Lace Industry (Scientific Research Levy) Orders 1955-1958 was laid in draft before Parliament on January 30. This Revocation Order will, if approved, come into operation on March 31. The last period for which the Levy will be collected is that ended December 31, 1963.

Arrangements have been made for the Lace Research Association to continue with a new structure and revised programme, financed by voluntary contributions. The Department of Scientific and Industrial Research has agreed to continue grant-in-aid to the Association for the next five years.

Application for reduction of import duty on some cameras

THE BOARD OF TRADE give notice that they are considering an application for the reduction of the import duty from 40 per cent *ad valorem* to 20 per cent *ad valorem* on:

> Photographic cameras, other than non-folding cameras of fixed focus with a single simple lens.

A statement of the applicants' case will be made available to all interested parties who wish to make representations on the matter provided that they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply.

Requests for a statement of case, together with an undertaking in the terms set out above, should be addressed to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1 not later than February 14, 1964.

Drawback on chrome leather imported for making drafting bands for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty paid on chrome tanned calf leather imported in skins or pieces weighing less than 4 lb. each when used in the manufacture for export of drafting bands of a kind used for textile machinery.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, before February 26, 1964.

Drawback on honey imported for blending and re-export

THE BOARD OF TRADE give notice that they are considering an application for the introduction of drawback facilities on honey imported for blending and re-export.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than February 26, 1964.

The Import Duties (Temporary Exemptions) (No. 2) Order 1964

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 2) Order 1964 which provides for the temporary exemption from import duty on 2-dimethylaminoethylamine, certain nickel alloy strip and certain iron and steel slabs, hot rolled iron and steel coils, and tinplate until May 6, 1964 and cold reduced iron and steel sheets over 60 inches wide and zinc coated iron and steel sheets until July 1, 1964.

The Order came into operation on February 5 and has been published as Statutory Instruments 1964 No. 130. Copies may be obtained from H.M. Stationery Office.

January Bulletin for Industry

THE TREASURY *Bulletin for Industry* for January deals with trends in the economy, changes in family expenditure, and taxes and social security contributions in which a comparison of total taxes and social security contributions as a percentage of gross national product in West European countries and the United States shows that, in 1962, the United Kingdom percentage was smaller than in France, West Germany, Sweden and Norway; about the same as in the Netherlands; the larger than in Italy, Denmark, Belgium and the United States. Copies free from Central Office of Information, Hercules Road, London, S.E.1.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Board of Trade have published a new version of their booklet 'Expanding Industry' which describes the various forms of assistance available under the Local Employment Acts for projects which create employment in the development districts.

The Board of Trade's recent publication 'Room to Expand' gives a comprehensive description of the advantages for industrialists and others of setting up in these districts. The revised booklet 'Expanding Industry' describes in detail the different types of assistance for which industrialists and others can qualify – factories, grants and loans – and how to apply for them. Copies of both booklets are available free of charge at the Board of Trade Distribution of Industry and Regional Division, 1 Victoria Street, London, S.W.1, and at the Board of Trade Regional Offices throughout the country.

NEW BOOKS

A guide to the commercial library

THE AIM of the commercial library may be concisely stated as the provision of every kind of commercial information which may be obtained from printed matter and such other sources as are available, for the requirements of trade and industry'. With these opening words, the Librarian of Manchester Public Libraries' Commercial Department sets out to describe the services of his own library in a 20-page pamphlet, **Commercial Information : A Guide to the Commercial Library.** The interest of this publication is not only in its reminder of the valuable aid given to the business community, and of the services available to them, in the Manchester area, but also in its enumeration and description of all the various kinds of publications which are essential to the provision of the information required by the business communities of other towns and cities in Great Britain – there are, of course, many other libraries in the country at which are available services of the same scope, if not always at the same scale, as Manchester's. Readers of the *Board of Trade Journal* may recall the article we published in February 1961 by A. L. Smyth (who is also the author of this pamphlet) which surveyed briefly the field of the commercial library and which was reprinted in the booklet *Aids to Export* (Board of Trade, 1961). In this present extended account, the author has more room to set out important titles and types of publications and services than the earlier article allowed. Thus, there are several pages on the uses of trade journals, newspapers and other periodicals; notes on searching for trade marks and for information on individual companies; lists of the various useful types of maps and atlases; and accounts of directories and statistics – which last, however, may be usefully supplemented by reference to the Board of Trade's brochure on its *Statistics and Market Intelligence Library* (free from the the Librarian, Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4), in which some principal features of the Board's own public service of statistical and directory information are described. Already armed with the Board's brochure, and with the recent Library Association booklist *Exporting* (reviewed in the *Board of Trade Journal* of October 4, 1963), the business inquirer will find Manchester's account of its commercial department a useful further guide to the general sources to be examined in his quest for market information. Copies: 2s. 6d., from the Commercial Library and Information Department, Central Library, Manchester 2.

Economic Yearbook of Tunisia (300 pages) contains statistical and other information in English on numerous aspects of the Tunisian economy. It also covers the political and administrative organization of the country, the Ten-Year Plan, and legislation and regulations affecting all aspects of trade and commerce. It includes a classified and alphabetical trade directory, and general information on public holidays, newspapers, radio stations, etc. Copies: 4 dinars 200 francs (i.e., 72s.) from Union Tunisienne du Commerce et de l'Industrie, 32 Rue Charles de Gaulle, Tunis.

The Statistisches Bundesamt of the Federal German Government has now published a 1,000-page new edition of its official index of administrative districts, the **Amtliches Gemeindeverzeichnis für die Bundesrepublik Deutschland.** This work combines the functions of a gazetteer – giving a list of all West German towns and local authorities within each province – with that of a summary of the census of population, since it includes for each place statistics of area, numbers of houses and households, and population figures for 1961 and 1950 censuses. There are various other tables, including one which lists all towns and villages with over 2,000 inhabitants, and a full alphabetical index. The book is published for the Statistisches Bundesamt, Wiesbaden, by W. Kohlhammer of Stuttgart, at 32 DM.

Contimart Ltd.'s **The Danish Market** follows the same style and format as the earlier publications in this firm's series of market studies on individual countries of Western Europe. It contains basic and general information on the characteristics of the market, with data on Denmark's size and growth, the spending habits of the population, distribution of goods, the economy, foreign trade, advertising, and conditions for establishing a business. While much of the information is already available in various other forms, it is presented here in a convenient book of 77 pages. Copies: 100s. from Contimart Ltd., 8 Gate Street, Lincoln's Inn Fields, London, W.C.2.

The Working Party on Economic Development and Planning of the United Nations Economic Commission for Asia and the Far East was set up to provide the governments of Asian and Far Eastern countries with expert technical guidance for planning economic development. From time to time it appoints groups of experts to report on some aspect of development planning, and the resulting reports are being published by the United Nations as the *Development Programming Techniques Series.* The first two titles in this series were *Programming Techniques for Economic Development* (1960) and *Formulating Industrial Development Programme* (1961). A third report has now been published, as **Problems of Long-Term Economic Projections** (98 pages). The volume deals with the scope and importance of long-term projections, aggregate economic projections, projections for strategic components, financial aspects, and long-term projections for the ECAFE region. The whole work has, of course, particular reference to Asia and the Far East, but the interest in long-term projection in all parts of the world, important as the subject is in the study of economic growth, makes it worth the attention of all who are concerned with the methods of economic planning. Copies: 7s. 6d. (by post 8s.) from H.M. Stationery Office and Government bookshops.

Trade Facts Finland has been published by the Finnish Committee for Trade Fairs Abroad (a subordinate committee of the Ministry of Commerce and Industry). After an introductory section giving general information about the climate, population, history and national economy the main emphasis of the booklet is on Finland's industrial structure, and on the four industries – forestry, metal-using, food, textile and clothing – which are responsible for approximately three-quarters of the total industrial output. Only the main branches of these industries are described here, roughly in the order in which they rank in the export statistics. There are tables giving figures on Finnish exports and imports, by countries and by products, and the production figures of the most important branches of industry. Copies: Free from the Finnish Embassy, 66 Chester Square, London, S.W.1.

A revised edition of **New Business in Australia** has just been issued by the Bank of Adelaide. The brochure outlines the broad aspects of creating a new business in Australia. The basic requirements for establishing the three main groups of business – companies, partnerships and sole proprietorships – are given, with additional information on taxation, patents, tariffs, finance, imports and exports and related subjects. Copies: Free from the Bank of Adelaide, London Office, 11 Leadenhall Street, London, E.C.3.

The Banco de Vizcaya is banker to four electric generating and distributing companies in Spain and its recent publication **Electric Power in Spain** is an economic and financial study of them. The report contains a general report on the electrical industry in Spain, its past, present and future, then deals individually with each company, Iberduero SA, Hidroelectrica Espanola SA, Cia. Sevillana de Electricidad, and Electra de Viesgo SA. The book is designed to attract foreign investment in the companies and gives details of capital increases, profit and loss accounts, balance sheets, etc., over a period of years. It is profusely illustrated. Copies : Free from Banco de Vizcaya, Bilbao.

The Stock Transfer Act, 1963 is the chief subject of a 21-page booklet by David Foster entitled **The Secretarial Handbook, Supplement to the Fifth Edition.** In addition to the explanatory notes on the Stock Transfer Act and the forms which are to be used as a result of it, the booklet contains several pages of general amendments and updating information made necessary by the interval which has elapsed since publication of the main work in 1957. Copies : 5s. from the Solicitors' Law Stationery Society Ltd. (Main work and supplement, 15s.)

Weights and Measures Standards of the United States : a brief history by Lewis V. Judson (National Bureau of Standards, 30 pages). This pamphlet deals with the development of the United States weights and measures system from the eighteenth century. It explains the way in which it is aligned with weights and measures systems throughout the world by its association with the International Bureau of Weights and Measures. Copies : HMSO and Government Bookshops, 3s. 2d., by post 3s. 6d.

The first issue of a new ABC guide called **Airport Times** gives full details of British internal flights and overseas air services from all United Kingdom airports. 2s. 6d. monthly from Airways Publishing Co. Ltd., 9/15 Neal Street, London, W.C.2.

Disposal Works and Maintenance by John Skitt (Temple Press, 15s.) examines current practices and recent developments in refuse disposal. It discusses sites and basic plant layout problems and describes various makes of equipment for and the operation of a normal disposal works. Photographs, line drawings and diagrams illustrate the book, which is published in association with the Institute of Public Cleansing.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2. (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page viii of the Board of Trade Journal *of January 31.*

CARTEL LAW OF THE EUROPEAN ECONOMIC COMMUNITY

By FREDERICK HONIG, *Barrister-at-Law*, WILLIAM J. BROWN, *M.C., Solicitor of the Supreme Court, Dr. jur.* ALFRED GLEISS, *Rechtsanwalt, Stuttgart, and Dr. jur.* MARTIN HIRSCH, *Rechtsanwalt, Stuttgart.*

With the advent of the EEC there has been a growth of a new body of European law regulating commercial transactions; whether or not Britain joins the Community this law is bound to affect British firms trading with the Continent. This new book clearly explains the cartel law of the EEC as it affects Britain now and as it would affect her if she became a Member. As *Machinery Lloyd* says, 'Every sales manager and businessman who deals with the European Common Market, or plans to do so at a later date, will have to read this book.'

35s. net, by post 1*s.* 8*d. extra*

GOODE'S HIRE-PURCHASE LAW AND PRACTICE

By R. M. GOODE, *LL.B.* (*Lond.*), *Solicitor of the Supreme Court* (*Hons.*).

'Mr. Goode's exhaustive study is likely to be the standard textbook on hire-purchase for a long time – and this is for two reasons at least: (1) the admirably comprehensive sweep of his research, and (2) his skill in exposition and commendable readiness to explore in lively and readable terms difficulties created by decisions of the courts.' – *Law Times.*

77s. 6d. net, by post 2*s.* 3*d extra*

Butterworths, 88 Kingsway, London, W.C.2

Showroom: 11-12 Bell Yard, Temple Bar, W.C.2

GLOBAL BANKING SERVICE

Contributing to Japan's economic expansion has been one of the Bank of Kobe's many notable achievements. As one of the select authorized foreign exchange banks, its international network of correspondents provides world-wide banking service. For your every banking need, it pays to consult with the experts of the Bank of Kobe first.

THE BANK of KOBE, LTD.

Head Office: Kobe, Japan
146 Branches throughout Japan
Representative Offices: London, New York

Merchant Banking with Guinness Mahon

How financial advisers could help your company

IT is surprising how many times a company can benefit from retaining expert advice on its financial affairs. Earning the best return on existing capital, improving liquidity, raising new capital, obtaining a Stock Exchange quotation, expansion by acquisition, all are problems on which many companies benefit from expert advice.

Guinness Mahon are financial advisers to companies of all sizes in many different industries. Young and growing concerns require our services as much as fully established ones, since financial problems often form a barrier to expansion.

If you are interested in this or any other of the services of a Merchant and Investment Bank, you are invited to see a director of Guinness Mahon. Each customer's affairs at the bank are under the direct supervision of a director.

Guinness Mahon & Co. Limited

53 Cornhill, London, EC3 · Tel: Mansion House 6141
Guinness & Mahon, 17 College Green, Dublin.
MERCHANT & INVESTMENT BANKERS
Established 1836

Below is a selection of Parliamentary answers of interest to trade and industry

Questions asked and answered in Parliament

WEDNESDAY, JANUARY 29

Preference for goods partly processed in Commonwealth

Answering a question on the law relating to the importation of goods and materials into this country which have only partly been made or processed in a Commonwealth country but were received from another country before being exported into Great Britain, and the extent to which they are precluded from claiming preferential entry, the Secretary of State said that to be eligible for preference, goods must be manufactured in and consigned from the Commonwealth preference area, and a prescribed proportion of their costs must be attributable to materials produced and work done in the area. Cloth must be woven in the Commonwealth. Pottery and made-up textiles such as wearing apparel must be made there. Mere finishing processes carried out in the area on foreign goods would not make them eligible. He saw no reason to change the law or the Regulations made under it.

Standard building and equipment grants

Asked what proportion of eligible applications for standard building grants and standard equipment grants received in the six months from July 10, 1963, was approved; and what total sum was involved, the Secretary of State replied that 523 out of 684 eligible applications for standard building grants (76 per cent), and 387 out of 592 eligible applications for standard equipment grants (65 per cent), had been approved. The remainder were being handled as speedily as possible: the total sums were at present estimated at about £8 million, and £4·5 million respectively.

Dispersal of Government offices

The debate on the dispersal of Government Offices to which Mr. Edward du Cann, Minister of State, Board of Trade replied is to be found in columns 486 to 506 of Hansard of January 29.

THURSDAY, JANUARY 30.

Resale price maintenance

The Secretary of State replied to a number of questions concerning his estimate of the reduction in the cost of living following the abolition of resale price maintenance, from what organizations he was prepared to receive oral representations with regard to the drafting of the Bill, and if he would issue a White Paper which would include those parts of the Departmental report on r.p.m. which it was not essential to keep confidential. The Secretary of State said: 'The ending of resale price maintenance on all goods which are now price-maintained, would in itself certainly reduce the cost of living. The extent will of course depend upon the effectiveness of the competition which results and the number of exemptions granted.' He said he was not proposing to seek a further round of consultations with those concerned before introducing a Bill, and he also did not propose issuing a White Paper. The Departmental report was the result of investigations conducted on the basis that the report would be confidential and it was not possible therefore to publish it.

Members of the Consumer Council

Mr. David Price, Parliamentary Secretary, circulated in the Official Report a list of the members of the Consumer Council, showing their main business and other interests. He said the members served not as representing any particular interests or views, but in a personal capacity as a group of individuals who could speak for the consumer interest. The list is reported in Hansard.

Sale of British Lion films

Questions concerning the contract of sale to maintain the independence of British Lion Films Ltd., consideration of an option to the National Film Finance Corporation to retain control of the company, action on the proposal made by the Cinematograph Exhibitors Association to establish a tribunal of trade representatives to deal with monopoly practices in the cinema industry, and for details of the way in which shares of British Lion Films had appreciated since 1958 were answered by the Secretary of State. He said that the Board of Trade, the National Film Finance Council and their respective legal advisers were now working on the formulation of safeguards and means of maintaining the independence of the company. He was giving careful consideration to the Cinematograph Film Council's recommendation that he should examine the feasibilty of introducing a larger measure of competition into film exhibition. He could not establish a tribunal of trade representatives to deal with monopoly practices in the cinema industry. This proposal went beyond those which the Cinematograph Film Council had put to him on the basis of their broad acceptance of the recommendations of their sub-committee on the structure and trading practices of the film industry. On the appreciation of shares since 1958, the Secretary of State said: 'The then deferred shareholders, who were also the executive directors, effectively had a half interest in British Lion after the £600,000 of preferred shares held by the National Film Finance Corporation. In last year's capital reorganization, after 591,000 of the preferred shares had been repaid, the Corporation and the executive directors were each left with a half interest in the Company. From April 1958 to March 1963, British Lion under the management of the executive directors made profits totalling £1,195,829. British Lion has now been independently valued at £1,590,000 and the executive directors have been bought out for half that sum'.

British supply of electrical plant

The Secretary of State was asked what action he had taken, in accordance with the Montreal Conference of 1958, to encourage British finance and electrical plant manufacturers jointly to tender for the plant and equipment, or specifications and designs required for the harnessing of tidal power in West Australia, the Snowy Mountains Scheme, and other similar schemes in Australia, India and New Zealand, and for the New Zealand Geothermal Schemes. In reply he said that with encouragement from the British Government, British manufacturers had been supplying well over half of Australia's and New Zealand's imports of heavy electrical plant and about one-third of India's.

Cotton imports

In reply to a questioner who asked what progress had been made in the negotiations with India and other countries with a view to devising a scheme for the categorization of cotton imports, the Secretary of State said: 'I am glad to say that considerable progress has been made. A substantial measure of agreement has been reached with India, Hong Kong and Portugal; and discussions are proceeding with other countries. Full details are made known to the industry as settlements are reached, and I will gladly publish a statement in the Official Report when all the negotiations have been concluded.'

Livestock exports to Soviet Bloc

Asked what was the amount of exports of pedigree livestock to Russia and the eastern European countries in the last 12 months; and what steps he was taking to encourage this trade, the Secretary of State replied that separate figures were not available of exports of pedigree livestock but exports to Russia and eastern Europe of cattle for breeding and dairy purposes amounted to £29,000 in 1963. The Minister of Agriculture, Fisheries and Food and he encouraged this trade through the Livestock Export Council and they were supporting the British Agricultural Exhibition in Moscow in May.

Sales of orange juice

The Secretary of State was asked what safeguards for the produce of British Honduras were contained in the new agreement with Jamaica, Trinidad and the United States of America about sales of concentrated orange juice in this country. In reply he said: 'I understand that the agreement referred to is concerned only with concentrated orange juice produced in Jamaica and in Trinidad and Tobago, but makes no provision for British Honduras. This situation is now being considered.'

MONDAY, FEBRUARY 3

Co-operation with FIDA

The Secretary of State was asked if he would take steps to bring about closer official co-operation between his department and the Federation of Industrial Development Associations. He replied: 'My Department has had a number of discussions with the Federation of Industrial Development Associations in the last few years and I am satisfied that adequate arrangements for co-operation already exist. Local authorities have access to the Board of Trade headquarters and Regional Offices at any time.'

Modern Government-owned factories for rental

The National Cash Register Co. (Manufacturing) Ltd.'s factory on the Dundee Industrial Estate.

THE FOLLOWING Government-owned factories, fully equipped with all essential services and conveniently sited for labour and transport requirements, are available for rental on industrial estates in England, Wales, Scotland and Northern Ireland. The factories in England, Wales and Scotland are all in development districts and suitable projects may qualify for financial assistance under the Local Employment Act, 1960. Assistance in the form of grants towards the cost of purchasing or transferring plant and machinery may also be available. through the Ministry of Commerce, to industrial undertakings creating new employment in Northern Ireland, preference being given to projects which provide a good percentage of male employment.

NORTHERN IRELAND

Location	Total Area (sq. ft.)	Height to Truss	Distance	
			From Belfast Docks (miles)	From Airport (miles)
*Portrush	7,000	12′ 6″	44	48
*Armagh	18,000	13′ 6″	37	30
Kilkeel	18,000	15′ 0″	44	59
Magherafelt	18,000	15′ 0″	35	22
*Downpatrick	19,870	12′ 6″	22	37
*Larne (near Larne port)	70,000	16′ 0″	21	22
Newtownbreda	70,000	16′ 0″	5	20
*Dundonald	75,000	17′ 0″	6	21
Dunmurry Factory Estate (near Belfast)				
*No. 8	19,690	12′ 0″	6	14
No. 6	30,000	12′ 6″	6	14
*No. 3/4	52,000	16′ 0″	6	14
Castlereagh Factory Estate (Belfast)				
*Factory A	114,000	17′ 0″	3	18
Monkstown Factory Estate (near Belfast):				
*No 1	70,000	16′ 0″	5	9

*Available now.

Rents are based on current market values, which at present range from 1s. 6d. to 2s. 3d. per square foot. In special cases where the employment or product is judged to be of particular value to Northern Ireland's economy, a lower rent can be negotiated for the early years of the lease. Inquiries should be addressed to the Ministry of Commerce, Chichester House, Belfast, 1 (Belfast 28271) or to the Ulster Office, Northern Ireland Government, 13 Regent Street, London, S.W.1. (Whitehall 0651).

ENGLAND

Existing factories become available from time to time at rents which may be as low as 2s. 9d. per sq. ft. Currently available are:

Industrial Estate	Total (sq. ft.) Area	Office Space (sq. ft.)	Clear Height
Skelton-in-Cleveland	15,616	4,094	12′ 0″ to 15′ 3″
Bowesfield, Stockton	23,840	4,070	13′ 9″ to 22′ 8″
Team Valley, Gateshead	13,691	2,164	10′ 0″ to 16′ 0″
Team Valley, Gateshead	9,249	3,067	12′ 0″ to 20′ 0″

The undermentioned factories are being built in advance of requirements.

Location	Total Area (sq. ft.)	Office Space (sq. ft.)	Clear Height	Date available
Hartlepools, Co. Durham	51,171	4,410	17′ 0″ to 18′ 6″	Now
Southwick, Sunderland	26,470	2,754	17′ 0″ to 18′ 6″	February 1964
Blyth, Northumberland	12,000	2,000	14′ 6″ to 17′ 0″	Now
Workington, Cumberland	12,000	2,000	14′ 6″ to 17′ 0″	Now
Shildon, Co. Durham	12,000	2,000	14′ 6″ to 17′ 0″	March, 1964
West Auckland, Co. Durham	12,000	2,000	14′ 6″ to 17′ 0″	February, 1964
Creek, Co. Durham	17,000	2,200	14′ 6″ to 17′ 0″	Now

Building plans for two further advance factories to be started shortly, at Blaydon (26,470 sq. ft.) and Chester-le-Street (51,171 sq. ft.) are also available for inspection. Rents of advance factories range from 3s. 9d. to 4s. 8d. per square foot. Inquiries should be addressed to the Secretary, Industrial Estates Management Corporation for England, Team Valley Estate, Gateshead, 11, Co. Durham.

SCOTLAND

Estate		Area (sq. ft.)	Height to Truss	Distance from Glasgow (miles)
Blantyre		5,050	12′ 0″	10 North light roof
Carfin		26,500	13′ 0″	12
*Craigton, Glasgow		7,913	13′ 0″	3
*Chapelhall, Lanarkshire		15,538	12′ 0″	12
Donibristle	(1)	9,412	18′ 0″	43 Flat roof plating shop
	(2)	3,420	9′ 0″	43
	(3)	11,518	—	43 Two-storeyed office block
Dundee	(1)	129,651	12′ 0″	83
Hillington	*(1)	25,508	12′ 0″	4
	*2	21,280	12′ 0″ and 18′ 0″	4
	*3	131,855	22′ 0″	4 North light roof 3 cranes, rail served.
	*4	3,000	12′ 0″	4
	*5	1,545	12′ 0″	4
	*6	19,030	27′ 0″	4
Queenslie	(1)	5,202	12′ 0″	4 North light roof
	(2)	8,324	12′ 0″	4
*Thornliebank		6,860	12′ 0″	5
Advance Factories to be built:				
(a) On Individual Estates:				
Kilwinning		14,111	12′ 0″	25
Newhouse		50,730	14′ 0″	14
Port Glasgow		10,684	12′ 0″	17
Vale of Leven		49,980	14′ 0″	16
(b) On Individual Sites:				
Blackwood		21,245	14′ 0″	23
The Calders		10,362	12′ 0″	25
Cumnock		16,123	12′ 0″	36
Fraserburgh		7,794	12′ 0″	185
Peterhead		7,500	12′ 0″	174
Sanquhar		16,086	12′ 0″	48
Stranraer		12,750	12′ 0″	84
Whitburn		50,774	14′ 0″	22

*Available now.

(*Continued on next page*)

BY ORDER OF BRITISH ROAD SERVICES

SALE BY AUCTION

at the

Star & Garter Hotel, Bridge Road, Kirkstall, Leeds, 5,

at 11 a.m. on 20th February, 1964

108 COMMERCIAL VEHICLES
BY LEADING MAKERS

8 PRIVATE CARS
2 SEMI TRAILERS
16 TYPEWRITERS

Lying at B.R.S. Depots, Cardigan Fields & Bell Hill, Leeds

On view February 18th & 19th

Catalogues available approximately 10 days before the Sale from the Chartered Auctioneers

HEPPER & SONS
Hepper House, East Parade, Leeds, 1
Tel.: 31241/2 — 27614

WANTED!

AGENTS IN THE U.K.

to represent M/S

"ELECTROIMPEX"

State Trading Corporation,

2, Slavianska Street,

Sofia, Bulgaria

For Bulgarian pure PVC microporous separators for accumulators.

Rents of the factories in Scotland are assessed by the District Valuer at current market value and range from 2s. 0d. to 3s. 9d. per square foot. Inquiries should be addressed to The General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C3 (Douglas 6651).

WALES

Location	Area sq. ft.		Height to Truss
	Total	Production	
Advance factories:			
Portmadoc	8,944	7,821	14′ 0″
Milford Haven	19,025	15,625	14′ 0″
Bethesda (*near Bangor*)	9,962	7,812	14′ 0″
Existing factories:			
Dinas (Rhondda) (a)	16,650	13,110	11′ 0″
(b)	29,940	20,290	12′ 6″
Llanelly	23,498	24,350	12′ 6″
Abercrave	93,150	7,782	12′ 6″ & 17′ 6″

The factory at Portmadoc is under construction and completion is expected by April 1964. Sites have been chosen for the other two advance factories. The factories at Llanelly and Abercrave will be available shortly. Inquiries should be addressed to Commercial Manager, Industrial Estates Management Corporation for Wales, Treforest Industrial Estate, Pontypridd, Glam.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

SIERRA LEONE TRADE JOURNAL

the only official trade journal for Sierra Leone. Published quarterly by the Ministry of Information and Broadcasting (Publications Division) Freetown, on behalf of the Ministry of Trade and Industry, it contains illustrated features on Government and commercial industrial developments, trade statistics, import/export figures, returns of Companies, etc., etc. *Specimen copies with advertisement rates from:*

AFRICA & OVERSEAS PRESS AGENCY LTD.,
13, New Bridge Street, E.C.4. FLE 0364/5
with which will be included direct SUBSCRIPTION details.

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention

RELIANCE TRADING CO.
23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.8
Telephone: JUNiper 0701 Grams: Gordon, Juniper 0701

Government surplus sales by auction

WAR OFFICE

1964	Stores	Location	Auctioneers
Feb. 13-14	Plant and equipment, harness and saddlery, textiles, engineering and carpentry tools.	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel. 54025).
Feb. 18	Hand tools, clothing and textiles, electrical equipment and miscellaneous stores including:	Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds, 2. (Tel. Leeds 20898).
	Fork lift truck; generating set; lathes; grinding and drilling machines; sawing machine; pumps; tyre inflator; crack detector; stacking machine; electric test bench; dynamometer; portable runway; shear legs; pole jacks; lifting equipment; mowing machines; weighing machines; bracken breaker; blankets; tentage; canvas; webbing; camping equipment; haversacks; packs; mattresses; pillows; carpets; curtains; ground sheets; leather jerkins; B/D blouses and trousers; raincoats; vests; drawers; shirts; jackets; pullovers; motor cyclist coats and leggings; combat smocks and trousers; rubber boots; vices; anvils; rail saw; screwcutting sets; Collis trucks; hydraulic jacks; winch; hack saws; tool kits; tyres; electric cable; safes; jerricans; electric, wireless and signal equipment; surveying and drawing instruments; binoculars; telescopes; bicycles; fire fighting equipment; pneumatic hose; wood packing cases; kitchen and hardware-cutlery and butchers' equipment; stoves and lamps; bins; buckets; water bottles; mess tins; clocks; suitcases; Bedford and Commer chassis; engine and gearbox assemblies for Rover and Bedford; folding and dining tables; folding tubular dining and easy chairs; bedside tables; forms; desks; filing cabinets; bookcases; chests of drawers and wardrobes, etc.		
Feb. 27-28	Vehicles and miscellaneous stores	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
Mar. 3-6	Vehicles, earthmoving, road making and mobile lifting equipment, vehicle and plant ancillaries and spares, motor cycles, etc.	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

AIR MINISTRY

1964	Stores	Location	Auctioneers
Mar. 11	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford	South & Stubbs, 28 Eastgate Street, Stafford (Tel. Stafford 2331).

Catalogues for the above sale may be obtained within 14 days of the advertised date of the sale, on application to the auctioneers; Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal orders only*).

TENDER SALES

Tenders are invited for the purchase of approximately 20,000 yards of underground cable, and also transformers, circuit breaker panel, ring main units, etc., all at Methwold, Thetford, Norfolk. Apply within seven days of the date of this notice to Air Ministry (C.19a), London, W.C.1, for tender form.

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
Mar. 18	Office and domestic furniture, refrigerators, lino, engineering and electrical materials.	Ministry of Public Building and Works, Supplies Division Stores, Water Lane, Clifton, York	Richardson & Trotter, 22 High Petergate, York. (Tel. York 23135).

Catalogues are obtainable from the auctioneers, price 1s. View days: Monday and Tuesday, March 16 and 17, and morning of sale.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday January 31, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Father Came Too	Rank Film Distributors Ltd.	Independent Artists (Production) Ltd.	Br/E 29175	93	January 27
One Mile Square	United Artists Corporation Ltd.	Harold Baim Productions Ltd.	Br/E 29176	25	January 27
Pathe Pic. Series 469-481: *Pathe Pic. No. 476*	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29177	8	January 28
The Secret Life	Data Film Distributors Ltd.	Countryman Films Ltd. now Adder Productions Ltd.	Br/E 29178	28	January 28
Mining Review No. 6 – 17th Year	" "	The National Coal Board	Br/E 29179	10	January 28
Accidental Death	Warner-Pathe Distributors Ltd.	Merton Park Productions Ltd.	Br/E 29181	57	January 29
The Old Dark House	Columbia Pictures Corporation Ltd.	Hammer Film Productions Ltd.	Br/E 29182	86	January 30
Pathe News 64-9	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29056	8	January 31
Pathe News 64-10	" "	" "	Br/E 29057	7	January 31
Movietone News 1807A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28991	7	January 31
Movietone News 1808	" "	" "	Br/E 28992	7	January 31
		FOREIGN			
McLintock	United Artists Corporation Ltd.	Batjac Productions Inc.	F 29180	127	January 29
Strait-Jacket	Columbia Pictures Corp. Ltd.	William Castle Productions.	F 29183	93	January 30

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,968	—	16,038	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	125	121	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963						103									
1962															
2nd quarter	113	115	124	122	112	100	128	123	129	141	124	+ 49	+ 32	— 2	— 8
3rd quarter	112	116	126	122	112	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	112	115	128	123	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	111	112	128	123	113	101	114	104	124	96	120	— 20	+ 56	—16	— 3
2nd quarter	115	117	131	126	115	102	128	110	129	147	127	+ 42	— 9	+22	— 3
3rd quarter	115	121	136	129	118	105	133	107	130	159	134	— 32	— 33	—19	— 8
4th quarter						105									
1963															
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..	122	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	123•	..	..	..	104	..	..	..	..	..	..	..	..	..
December						106									

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand †	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers †	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963			121·7	+2·0			141·3	502	+ 83	..	144	— 5	..	129	128	
1962																
2nd quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 43
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 70
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 23
3rd quarter	129•	101•	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 15
4th quarter			122·1	+2·1	105·9•	122·4•	143·3	450	+ 22	+50	157	Nil	—34	135	132	
1963																
June	123	105	122·1	+1·0	104·5	121·8	141·1	454	— 52	—33	158	+12	+13	128	130	..
July	124•	103•	121·4	+0·8	104·5	122·0	141·4	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	126•	100•	121·0	+1·3	104·1	122·0	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September	129•	101•	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	158	+ 5	— 7	135	131	..
October	132•	111•	121·8	+2·3	104·8•	122·3•	141·7	448	+ 18	+27	160	+ 2	—12	130	129	..
November	134•	120•	122·2	+2·2	106·4•	122·4•	143·0	456	+ 8	+19	157	— 3	—16	135	129	..
December			122·4	+1·8	106·6•	122·5•	145·0	447	— 9	— 1	155	— 2	—11	142	137	
1964																
January								471	+ 24	+41	166	+11	— 1			

† NOT seasonally adjusted. • Provisional.

Analyses of retail organizations in 1961

Part 14 of the Report on the 1961 Census of Distribution, which will present figures in respect of retail organizations, will be published in two or three months' time. Unlike the other parts of the census report, which are concerned with individual shops or other retail establishments, the figures in Part 14 – for gross margins, stocks, capital expenditure, etc. – were collected in respect of the whole of the retail organization (e.g. the company or co-operative society).

This information was required from all large retail organizations (co-operative societies; multiple retailers with five or more branches; other retailers with 25 or more persons engaged) and from a sample of smaller retailers. A description of the sampling scheme and the method of grossing-up the sample results is given at the end of this article. Another note explains the differences between the establishment totals given in Part 1 of the report and the organization totals given in Part 14.

Number and turnover of retail organizations

Amalgamations have reduced the number of retail co-operative societies, and in 1961 there were 835, with turnover of £1,012 million compared with 940 in 1957, with turnover of £957 million. The number of establishments run by the retail societies remained much the same in both years, however, 30,731 in 1961 compared with 30,585 in 1957. (67 societies had 100 or more establishments in 1961 – they ran 12,707 establishments, with turnover of £506 million; the corresponding figures for 1957 were 60 societies, having 11,795 branches and turnover of £454 million.)

In 1957, the number of larger multiple retailers, those with 10 or more branches, was recorded as 1,151, having 61,027 branches and turnover of £1,979 million; by 1961 the number of these organizations had increased to 1,300, having 65,601 branches and turnover of £2,619 million. (In 1957, 123 multiples had 100 or more branches; they ran 33,411 branches all told, with turnover of £1,160 million. By 1961 the number of such organizations had increased to 140; they had 37,916 branches, with turnover of £1,649 million.)

In 1961 there were 414,471 organizations with less than 10 branches, with turnover of £5,584 million, but owing to the method of sampling in the 1957 census, it is not possible to give a figure for the number of retail organizations at that time with less than 10 branches. The number of retail establishments belonging to such organizations in 1957 was 489,000, with turnover of £4,799 million; in 1961 there were 481,000, with turnover of £5,379 million.

Gross margins

Not all independent retailers made a return in the 1961 census, but estimates for turnover, gross margins, and stocks have been made for non-respondents, to enable comparison to be made with previous censuses, as in Table 1 of this article. However, it is not practicable to make allowances for non-response in the more detailed figures for organizations, including those given here in Table 2. That is why there are slight differences between the turnover figures for 1961 shown in Tables 1 and 2, and also in respect of gross margin as a percentage of turnover and in the ratio of turnover to end-year stocks.

Gross margins took a slightly bigger share of turnover than in 1957 in all forms of organization, the increase for multiples being a little higher than for co-operative societies and independents. Figures for co-operative societies are not further analysed by kind of business in view of the wide range of goods sold by most societies.

In almost all the food kinds of business gross margins improved for both multiples and independents between 1957 and 1961; one exception was a slight reduction for organizations in the off-licence trade with less than 10 branches. Bread and flour confectioners showed the biggest increases, common to both independents and multiples. Total figures for organizations in this kind of business doing their own baking will be given separately from other bread and flour confectioners in the census report; they show that margins increased in both cases.

Businesses classified under 'other food shops' are principally those selling ice-cream, mineral water, and vegetarian and health foods. The organizations with 10 or more branches are all ice-cream businesses; the productive element accounts for the high margins – and the nature of the product for the low stocks.

Most non-food kinds of business also showed increased margins. By far the biggest increase was recorded in the radio and electrical goods field, and this is accounted for by the growth in radio and television hire, for which kind of business the gross margin was 80.4 per cent. Firms in this kind of business can have a gross margin of 100 per cent, since in general their purchases for re-sale are nil and their purchases of sets for hire are charged to capital asset accounts.

In only three or four non-food kinds of business were there lower gross margins. In cycle and perambulator (including cycle and radio) shops, the decline was largely due to the re-classification of larger multiples either to the radio and electrical kind of business, or out of retailing into the motor trade, as a result of a shift in the balance of their sales.

The lower margin in 1961 for booksellers and stationers with 10 or more branches affected most of the firms in this group. Some of this fall may be attributed to the increased sale of paperbacks, on which margins are comparatively low. Part also of the increased turnover for multiples in this kind of business is due to re-classification of some organizations formerly classified as confectioners-tobacconists-newsagents, owing to a change in the commodity sales pattern; though this change did not affect the classification of the majority of the branches involved. Chemists and photographic dealers also showed lower margins.

Stock turn-round

For retail trade as a whole, stock turn-round, as measured by the ratio of turnover to end-year stocks, was a little slower; decreases were shown for co-operative societies and organizations with less than 10 branches, but the larger multiples showed a slightly faster turn-round.

While the rate of stock-turn is often regarded as a measure of

Publication of the report on the 1961 census of distribution

Part 1 of the census report (Establishment Tables) was published in December, 1963.

The remaining parts of the report, which will appear during the next few months, include area tables and organization tables. The area tables are to be published in twelve separate parts, one for each of the standard regions of Great Britain, and one containing summarized figures for all regions and towns. (Part 12 (Wales) and Part 11 (North Western Region) were published in January.) The census report as a whole will, therefore, consist of fourteen parts, together with a supplement bringing together material published in this series of articles in the Board of Trade Journal.

Census of distribution articles

This article is one of a series on the 1961 Census of Distribution. Others previously published have been on manufacturers' direct sales to the public in 1961 (based on an inquiry taken to supplement the results of the Census of Distribution) which appeared in the *Board of Trade Journal* of February 15, 1963; on sales by mail order, on May 31; on sales by mobile shops on July 19; on department stores on October 4; on instalment credit trade on November 22; on self-service trading on December 20; and on retail trade in shopping centres on January 17, 1964.

Copies of articles are available on application to the Census Office, Board of Trade, Lime Grove, Eastcote, Ruislip, Middlesex (Tel. Pinner 8771, Ext. 305).

efficiency, this simple average measure for a trade as a whole (even, sometimes, for an individual firm) may hide complex changes. Stock-turn in the food trades generally was lower in 1961 than in 1957, but on almost any count these trades were probably increasing in efficiency. Factors in the slower turn-round were, first, a widening of the range of commodities handled to include a higher proportion of slow-moving lines; and, secondly, the increased use of refrigeration and frozen foods – the latter probably contributing in particular to the lower stock-turn in the butchers' and fishmongers' kinds of business.

As is to be expected the level of stocks is much higher in the non-food trades than in food kinds of business.

Capital expenditure

Estimates of capital expenditure in retailing (at 1958 prices, seasonally adjusted) are published quarterly in the *Board of Trade Journal*, along with estimates at current prices for the distributive and service trades as a whole. The census information enables more detail to be provided, for 1961, and will serve as a basis for maintaining the quarterly series. (In fact, for retailing as a whole, the quarterly series agrees closely with the census figures for 1961.)

For retail trade as a whole, expenditure on capital assets and receipts from disposals are shown below:

Capital expenditure, 1961

	£ million
Total capital expenditure (net)	202
New building work	61
Land and existing buildings:	
acquired	43
disposed of	28
Vehicles:	
acquired	58
disposed of	19
Plant, machinery, and other capital equipment:	
acquired	90
disposed of	2

In the census reports, net capital expenditure is defined as expenditure on new building work and on the acquisition of land, buildings, vehicles, plant, machinery and other capital equipment, less disposals. Out of the total net capital expenditure in 1961 of £202 million, retail co-operative societies accounted for 10 per cent. Of the remaining 90 per cent the 140 organizations with 100 or more branches were responsible for 36 per cent. These very large organizations accounted for half or more of net capital expenditure in some kinds of business (among them, boot and shoe shops; men's wear shops; radio and electrical goods shops – owing to the weight of television hire businesses; and chemists).

It is possible to compare the importance of capital expenditure in different parts of retailing by relating it to gross margin, the fund from which comes the expenses of running a business and any trading surplus. Among the main forms of organization, net capital expenditure was equivalent to 9 per cent of the gross margin for co-operative societies, 6 per cent for independents and multiples with less than 10 branches, and 15 per cent for multiples with 10 or more branches.

The highest value of this ratio was for the radio and electrical goods kind of business, where net capital expenditure was equivalent to 27 per cent of gross margin (this high figure once again being accounted for by the radio and television hire business, where the corresponding percentage was 49); and the lowest was a figure of less than 2 per cent for general mail order houses.

A high net capital expenditure was recorded for variety stores, equivalent to 18 per cent of gross margin; but only four organizations are involved and this ratio is liable to wide variability between different years. Capital expenditure was also above average for grocers, at 12 per cent. In other kinds of business, net capital expenditure rarely reached as much as a tenth of gross margins.

Membership of voluntary groups and chains

The formation of wholesaler-sponsored voluntary groups or chains began in this country around ten years ago, though local retailers' buying groups have a longer history. In the 1961 Census of Distribution, traders were asked to indicate on their census returns whether they belonged to either kind of organization.

If allowance is made for non-response, about 27 per cent of the smaller grocers – independents and small multiples with not more than nine branches – belonged to voluntary groups or chains in 1961. (It was impracticable to make estimates in respect of non-respondents for inclusion in the detailed figures given in Table 3.) The total turnover of firms in membership approached £500 million – 40 per cent of the turnover of this class of trader, or 27 per cent of turnover for the grocery trade as a whole (excluding co-operative societies). The two kinds of group – those organized by wholesalers, and the buying groups formed as the result of co-operation between retailers – were of roughly equal importance.

Membership is commonest among medium-sized independents, that is to say, traders with fewer than five branches and fewer than twenty-five persons engaged, but with a turnover of over £20,000; over 60 per cent of traders in this class were members. The very smallest shopkeepers are rarely members. Among organizations with turnover of £20,000 or below, the average turnover of organizations in membership was over £11,000; among non-members it was about £7,000.

Gross margins as a percentage of turnover were not significantly different as between members of groups and chains and non-members. The rate of stock-turn was if anything slower among members than others; but it was faster for members of wholesaler-sponsored chains than for members of retailers' buying groups.

The census analysis has been limited to independent traders and multiples with less than ten branches, engaged in the grocery trade. In 1961 membership of voluntary groups was negligible in other trades. It is also believed that no multiples with ten or more branches were members at that time. Co-operative societies were not asked for information on buying groups, but there have been developments on these lines in recent years, and there are now more than a dozen groups embodying in all more than 200 retail co-operative societies.

Other information on retail organizations

In addition to more detailed analyses of the data shown in Table 2 of this article (by form of organization and by amount of turnover), Part 14 of the census report will give analyses of receipts under 32 headings, and a summary of book debts.

The data in Table 2 will also be summarized in one table for large retailers in terms of the *enterprise*, the unit which brings together all companies under common ownership or control. The information about links between organizations on which this analysis is based was collected on a voluntary basis during the course of the census operation.

This part of the report will also include national figures for the three service trades covered in the 1961 census – boot and shoe repair; hairdressing and manicure; and laundries, dry cleaners, and launderettes. For the first two, figures were collected for individual establishments as well as for the business as a whole, and area information for these two kinds of business is given in Parts 2 to 13 of the census report.

NOTES

Reconciliation of organization and establishment figures

As explained in the article, there are differences between organization and establishment figures. Part 14 will include a table showing these differences for retail trade as a whole, giving the number of establishments involved, and their turnover and the number of persons engaged.

These differences arise, first, because the figures included in the organization tables relate to the whole business carried on by retail organizations – not only that of their retail branches, but also of establishments belonging to them which were wholly or mainly engaged in wholesaling or providing catering or other services and (in the case of co-operative societies, and multiple retailers having 5 or more establishments) any business carried on from central offices and warehouses. The organization tables also include particulars relating to some establishments outside Great Britain which are excluded from the establishment tables. Further, mail order businesses and retailers' mail order establishments are covered in the organization tables, but not in the establishment tables, in order not to include in the trade of a town the sales of a mail order business or establishment situated there, which may be made over a wide area.

On the other hand, the organization tables do not cover retail establishments belonging to organizations whose main activities lie outside the retail field, e.g., mixed catering and retailing organizations whose catering receipts exceed their retail turnover. Figures

for such establishments are included in the establishment tables only.

The following establishments are included in organization tables but not in establishment tables:

Non-retail establishments:	
Co-operative societies	1,362
Other retailers	1,113
Retail establishments outside Britain belonging to British retailers	327
Mail order establishments belonging to specialist mail order businesses or ordinary retailers	496
	3,298

On the other hand, 4,838 retail establishments belonging to non-retail organizations are included in establishment tables but not in organization tables.

Sampling procedure

An account of the method of conducting the census appears in Part 1 of the census report. The following notes describe the use of sampling in the 1961 Census and the method of estimation of figures for non-sampled businesses.

The census was a full one in that all retail businesses were asked to give figures of total turnover, and details of employment. But an element of sampling was introduced in respect of other information in order to reduce the burden of work. This information related to stocks; purchases; book debts; sales on instalment credit; capital expenditure; the analysis of turnover by commodities and services provided; and wages and salaries.

The full range of census questions was addressed to all known large retailers, comprising co-operative societies; multiple retailers with five or more branches; and large independent retailers (those with less than five branches, but with 25 or more persons engaged).

A sample of other independent retailers was selected to answer the full range of census questions. (But the form for independents did not include the questions on credit trade. Instead all traders were asked to indicate whether they sold goods on instalment credit terms and a special inquiry into credit trading was carried out after the main census operation, directed to a sample of those who answered 'Yes'. The results of this inquiry were published in the *Board of Trade Journal* of November 22, 1963.)

The sample was selected in two parts: one retail business in five of those having 2, 3 or 4 branches was chosen; and one in ten of those with only a single establishment.

The single-establishment traders were given consecutive numbers within each local authority area, and the sample consisted of every registration with a code number ending in 5. This part of the sample was, therefore, stratified by area.

Those single establishment traders whose turnover was £5,000 or less were not required to give figures other than the basic ones on turnover and employment. Since these were not known in advance, a full census form was sent to every tenth registration and traders were asked to complete the additional questions only if their turnover was above £5,000.

Traders with 2, 3 or 4 branches were asked to notify the Census Office, and a single register was created for them covering the whole country, from which every fifth retail business was selected for the sample.

As, however, the main part of this register was constructed region by region, this part of the sample was in effect stratified by region (that is, the eleven standard regions of Great Britain).

The total number of completed returns made by retail organizations was 353,277. Of these, 7,479 were made by large retail organizations answering the full range of questions; 803 market traders running 5 or more stalls are included in the tables with other multiple retailers, but they were asked only for turnover and employment details, other information being estimated for them. Of the 344,995 returns made by independents, 21,788 were made by the sample who gave the full range of information, and from these estimates were made for the remainder.

Grossed up estimates were made by the ratio method, using as supplementary information either the turnover or employment figures required from all retailers. For all items other than wages and salaries, the calculation was made by applying the ratio of each item to turnover derived from the sample, to the turnover reported by all respondent retailers. This calculation was made within turnover groups within detailed kinds of business. Estimates for the smallest retailers (with turnover of £5,000 or less), none of whom was asked for more than turnover and employment, were based on the next smallest size group.

The estimates thus relate in general to a total population consisting of all retail organizations which made a satisfactory return, i.e., one which included at least turnover and employment details. It was not feasible to make estimates for non-respondents for the detailed census report tables. However, in Table 1, estimates have been made of total turnover, stock turn-round and gross margins for all retail organizations, for each kind of business in total. These estimates were arrived at by simple proportion, using as a further grossing up factor turnover estimates for all independent retail organizations to turnover for independent organizations making satisfactory returns. The extent of non-response may be seen by comparing the total turnover in Table 1 with the corresponding figures in Table 2.

For wages and salaries, estimates are to be made by calculating from the sample the ratio of wages and salaries to the 'full-time male equivalent' of paid employees reported in each kind of business; this ratio is then applied to the 'full-time male equivalent' reported by all retail organizations. The calculation of the full-time male equivalent allows for part-time employees (conventionally counted as half a full-time employee) and for the lower earnings of women (taken as seven-tenths of those of men). Figures for wages and salaries will be published in a later issue of the *Board of Trade Journal*.

All grossed up estimates are subject to a sampling error, and estimates of the magnitude of sampling errors will be published in a supplement to the census report.

Classification by kind of business

The census results are analysed by kind of business, following the same general principles as for 1950 and 1957. The classification in Part 14 is generally less detailed than in the establishment tables in Part 1, because of the sampling errors attaching to the organization figures for small traders. (However, one table in Part 14 will give organization figures for some detailed kinds of business to show significant differences in, e.g., gross margins.)

Retail organizations are classified by kind of business according to the same general rules as retail establishments, taking into account the value of sales of different groups of commodities, etc., for the organization as a whole. The number of establishments shown against each kind of business heading relates to all the establishments belonging to the organizations classified to that heading, not all of which are necessarily engaged in that kind of business.

Co-operative societies are not classified as grocers, etc., because of the varied nature of their activities; in effect they are treated in the organization tables as a separate kind of business.

Organizations with more than one establishment are classified as 'department store organizations' where the total turnover of their establishments classified as department stores exceeded the total turnover of their other branches; a similar rule is used in classifying organizations under 'other general stores'.

DEFINITIONS

Organization

An organization is an undertaking operating one or more establishments within the scope of the census. An organization may comprise two or more companies belonging to the same enterprise where there is close integration between them (for example, combined central purchasing, establishments in the same kind of business, etc.).

An undertaking conducting two distinct kinds of business both within the scope of the census (retailing in two different kinds of business or retailing in combination with a service trade) was treated as two separate organizations in cases where separate particulars for the two sides of the business could be furnished. Co-operative societies, though generally operating establishments in different kinds of business were, however, treated as single organizations in view of the close integration of the whole organization.

An undertaking combining an activity within the scope of the census with an activity outside its scope (for example, retailing and manufacturing) was asked where possible to make a return for the part of the undertaking within the scope of the census, this part being treated as a separate organization.

Establishment

An establishment is, for the purpose of the census report, a separate place of business whose trading is such as to bring it within the scope of the census.

The term 'retail establishment' covers not only retail shops – whether

independent shops, branches of multiple organizations or branches of retail co-operative societies – but also other methods of trading, for example, market stalls, kiosks in cinemas, depots from which roundsmen work, mobile shops and credit traders calling on customers. A 'shop within a shop' (e.g., a hairdresser's business ran separately on a tobacconist's premises, or another trader's retail outlet in a department store) is counted as a separate establishment from the host establishment.

While, in general, each separate address at or from which a trader conducts his business is treated as a separate establishment, adjacent trading premises belonging to one trader with free internal communication for customers are treated as one establishment.

Turnover

This includes the total trading receipts for the year, including receipts from meals and services, after deduction of all discounts, credits and deferred rebates allowed to customers or staff. Dividends paid by co-operative societies are not deducted from turnover.

Hire purchase and other credit transactions originated during the year are included at their cash value plus any charge for credit provided. Sales against the checks of a check trading company are included at their face value.

Purchase tax is included; any extra charges for delivery are also included, and any charges on packing cases less allowances on returned cases.

Allowances for goods taken in part exchange are not deducted from turnover.

Allowances and rebates receivable directly or indirectly from the Agricultural Departments or the Milk Marketing Boards for milk handling or processing, are not included in turnover; payments under the National Milk and Milk in Schools' Schemes are, however, included, as also are amounts received for goods or services supplied under the National Health Service.

Purchases

The value of purchases is the cost of goods and materials received during the year for re-sale, for use in repairs to customers' goods or for sale in the form of meals and refreshments, after deduction of all discounts, rebates and bonuses allowed by suppliers. The cost of purchasing wrapping materials is included.

Sums paid to other firms for carriage inwards, charges for packing cases, etc., in which goods are received (less amounts allowed on returned cases), and other payments made before the goods are taken into stock (for example, duties and insurance) are included.

The value of goods returned to or credited by suppliers is excluded; allowances given for customers' goods taken in part exchange are included.

Payments made to other firms for work given out in connection with repairs to customers' goods or other services to customers are included.

Purchase tax (whether included in the cost of goods bought or paid direct to H.M. Customs and Excise) is included.

Allowances received from the Agricultural Departments or the Milk Marketing Boards have been deducted from the cost of goods bought.

Goods, etc., received from manufacturing, catering, repair or wholesale departments of an organization which furnished separate particulars of its retail business are included in purchases and valued, as far as possible, at the cost of buying similar goods, etc., in similar quantities, from an independent supplier. If, however, particulars for the retail business included particulars of manufacturing, etc., the cost of materials used in the manufacturing, etc., is included.

Stocks

These include stocks of goods on hand for sale, including materials

Table 1. Turnover, gross margins and stock-turn, 1950, 1957 and 1961 (a)

	Turnover			Gross margins as a percentage of turnover			Turnover divided by end-year stocks		
	1950	1957	1961	1950	1957	1961	1950	1957	1961
	£ million	£ million	£ million	Per cent	Per cent	Per cent	Ratio	Ratio	Ratio
TOTAL RETAIL TRADE	5,110·0	7,793·7	9,215·8	22·3	23·3	24·9	8·6	9·3	9·1
Co-operative societies	604·2	957·1	1,012·2	21·4	21·8	23·1	10·3	11·8	10·8
Other organizations:	4,505·8	6,836·6	8,203·5	22·4	23·6	25·1	8·4	9·1	9·0
Having 1-9 establishments	3,381·2	4,924·6	5,584·3	21·7	22·4	23·7	8·3	9·1	8·9
Having 10 or more establishments	1,124·7	1,912·0	2,619·2	24·6	26·4	28·2	8·7	9·0	9·2
Organizations other than co-operative societies									
Grocers and provision dealers	956·0	1,571·6	1,872·4	15·5	15·4	16·0	12·8	14·4	14·4
Having 1-9 establishments	695·8	1,114·8	1,237·9	14·5	14·5	15·1	13·8	15·0	15·4
Having 10 or more establishments	260·2	456·9	634·5	18·3	17·6	17·7	10·9	13·3	12·7
Dairymen	137·6	221·8	261·4	23·0	20·0	20·5	76·5	63·3	61·5
Having 1-9 establishments	80·0	115·8	113·3	23·2	20·3	21·0	98·4	79·5	65·5
Having 10 or more establishments	57·5	105·9	148·0	22·8	19·7	20·0	58·4	51·8	58·8
Butchers	244·3	479·8	559·0	20·8	20·0	22·2	119·4	98·4	85·0
Having 1-9 establishments	205·3	407·9	473·0	20·2	19·5	21·7	156·6	129·5	108·5
Having 10 or more establishments	39·1	71·9	86·0	23·6	22·8	25·1	53·1	41·7	38·7
Fishmongers, poulterers	60·2	73·9	81·4	21·6	22·9	24·5	159·8	148·2	105·4
Having 1-9 establishments	50·3	60·6	63·5	21·4	22·3	24·4	191·9	168·5	136·3
Having 10 or more establishments	9·9	13·4	17·9	23·0	25·6	24·7	86·1	96·2	58·4
Greengrocers, fruiterers (including those selling fish)	181·3	253·2	302·9	18·8	19·6	20·9	52·7	43·9	44·9
Having 1-9 establishments	173·1	240·4	285·2	18·4	19·1	20·5	52·3	43·6	44·4
Having 10 or more establishments	8·1	12·8	17·7	25·9	27·1	27·7	62·3	51·7	53·5
Bread and flour confectioners	153·9	175·6	199·6	41·2	36·0	41·2	26·0	40·4	39·6
Having 1-9 establishments	122·4	131·0	123·2	40·7	35·2	39·6	27·3	38·6	35·4
Having 10 or more establishments	31·5	44·6	76·4	43·0	38·5	43·8	21·8	46·9	48·8
Off-licences	77·7	111·8	135·1	16·6	18·6	19·8	7·4	7·6	6·9
Having 1-9 establishments	51·9	69·4	60·9	15·9	17·2	16·9	7·9	8·6	8·0
Having 10 or more establishments	25·8	42·3	74·2	18·0	20·9	22·1	6·6	6·4	6·2
Other food shops	5·4	6·7	13·2	41·5	31·5	43·1	18·9	10·3	26·5
Having 1-9 establishments	5·4	6·7	8·7	41·5	31·5	33·4	18·9	10·3	18·1
Having 10 or more establishments	—	—	4·5	—	—	61·9	—	—	240·3
Confectioners, tobacconists, newsagents	499·9	692·2	772·5	13·1	14·9	16·0	15·7	13·0	12·5
Having 1-9 establishments	442·0	618·1	692·5	12·8	14·5	15·3	16·2	13·4	12·8
Having 10 or more establishments	58·0	74·1	80·0	15·4	17·7	21·3	12·8	10·5	10·3
Boot and shoe shops	130·3	171·0	214·2	26·2	29·6	30·5	4·1	3·8	3·7
Having 1-9 establishments	51·6	61·9	69·3	25·4	26·5	27·5	3·8	3·6	3·7
Having 10 or more establishments	78·6	109·1	144·9	26·7	31·3	32·0	4·3	3·9	3·7
Men's and boys' wear shops	188·1	236·8	259·6	26·7	30·0	31·0	4·6	4·7	5·0
Having 1-9 establishments	111·6	128·7	120·3	28·5	31·9	31·3	4·1	4·2	4·2
Having 10 or more establishments	76·5	108·1	139·3	24·1	27·9	30·6	5·7	5·4	6·1
Women's, girls' and infants' wear, drapery and general clothing shops	559·4	687·8	805·2	24·0	27·1	28·1	5·8	6·1	6·6
Having 1-9 establishments	412·9	443·9	466·1	24·0	27·7	28·8	5·0	5·0	5·0
Having 10 or more establishments	146·5	243·9	339·1	24·2	26·1	27·2	10·5	10·8	11·4

for use in repairs to customers' goods and for the provision of meals. Stocks were valued as for balance sheet purposes; in the case of goods chargeable with purchase tax or duty the value of stocks is generally inclusive of purchase tax or duty.

The centrally held stocks of large organizations are included. Stocks held outside the United Kingdom are included but not those held by subsidiary companies mainly operating overseas. Stocks held by manufacturing, etc., departments of an organization which furnished separate particulars of its retail business are not included; if, however, the census returns for the business included particulars of manufacturing, etc., the figure of stocks includes the value of stocks of materials for use in manufacturing, etc.

Gross margin

This is the difference between turnover and purchases (including any purchase tax paid and the cost of wrapping materials) less stocks at the beginning of the year plus stocks at the end of the year. Gross margin includes allowances receivable from Agricultural Departments or Milk Marketing Boards.

The gross margin represents the fund out of which come the expenses of running the business and any trading surplus.

Capital expenditure

This includes all expenditure charged to capital asset accounts during the year; the figures quoted for net capital expenditure represent this amount less the proceeds of capital assets disposed of.

Capital items bought on hire purchase are included and any expenditure on additions to capital assets temporarily being carried forward under other headings, e.g., deposits or other payments on account of capital assets in process of acquisition.

The value of any assets acquired in taking over an existing business; expenditure on intangible assets such as goodwill; transfers to capital asset accounts during the year brought forward under other headings from the previous year; and expenditure on any items which were to be used outside the United Kingdom; are all excluded.

'New building work' includes expenditure on the construction of new buildings, the extension or improvements of old buildings, site preparation and civil engineering work, and the cost of any newly-constructed buildings purchased.

Architects' and surveyors' fees and any legal charges, stamp duties, agents' commissions, etc., are included under expenditure on land and buildings. For 'land and existing buildings', expenditure includes the capital cost of acquiring freeholds or leaseholds.

For 'vehicles, plant, machinery and other capital equipment', expenditure includes all vehicles and other equipment for use in connection with the business, and not covered by previous headings.

Retailers' buying group

A retailers' buying group is a group of independent retailers who have agreed to purchase some of their supplies jointly (commonly direct from manufacturers) to obtain the benefits of bulk buying. In general these groups operate in a single town or a small number of neighbouring areas.

Wholesaler-sponsored voluntary group or chain

This is an arrangement under which a single wholesaler or a group of wholesalers co-operate with retailer members in both buying and retail activities. The chief characteristics are the very close relationship between the wholesaling unit and retailer – it is common, for example, for an arrangement to be made involving a minimum purchase to be delivered every week (and only once a week); financial assistance (e.g. for modernization), display material, etc., may be provided, as well as advice; and the retailer may be required to maintain standardized accounts. These groups or chains generally operate over a wide area and sometimes over the whole country.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'*

Table 1. *(Continued)*

	Turnover			Gross margins as a percentage of turnover			Turnover divided by end-year stocks		
	1950	1957	1961	1950	1957	1961	1950	1957	1961
Organisations other than co-operative societies *(Cont.)*	£ million	£ million	£ million	Per cent.	Per cent.	Per cent.	Ratio	Ratio	Ratio
Furniture and furnishings shops	247·7	312·4	397·3	27·5	31·1	31·9	5·3	5·7	5·6
Having 1-9 establishments	190·9	236·1	308·7	26·4	29·2	30·5	4·7	5·6	5·4
Having 10 or more establishments	56·8	76·3	88·6	31·3	36·7	36·9	8·6	6·3	6·5
Radio and/or electrical goods shops	94·7	247·7	338·6	30·1	31·8	42·4	5·4	5·8	5·9
Having 1-9 establishments	81·0	202·9	212·6	28·5	28·6	31·4	5·2	5·9	5·3
Having 10 or more establishments	13·7	44·7	126·0	39·7	46·5	62·2	6·2	5·1	7·6
Cycle and perambulator shops (including cycle and radio shops)	44·3	61·0	37·1	28·1	29·9	26·6	4·3	4·6	4·7
Having 1-9 establishments	33·1	44·3	37·1	26·0	27·8	26·6	4·4	4·5	4·9
Having 10 or more establishments	11·2	16·7	—	34·3	35·5	—	4·8	4·8	—
Ironmongers, hardware shops	122·4	180·4	224·1	26·3	26·5	27·4	4·3	4·2	4·4
Having 1-9 establishments	111·7	162·5	202·2	25·4	25·6	26·4	4·2	4·2	4·3
Having 10 or more establishments	10·7	17·8	20·6	35·5	34·7	37·0	5·7	4·9	5·1
Booksellers, stationers	71·2	88·5	98·7	29·0	28·7	26·1	6·1	6·7	7·3
Having 1-9 establishments	52·2	64·1	63·4	28·4	27·4	28·1	5·3	5·8	6·2
Having 10 or more establishments	19·0	24·4	35·3	30·6	32·1	22·4	10·4	10·7	10·7
Chemists, photographic dealers	158·4	258·5	326·8	31·2	30·4	29·4	5·0	5·6	5·4
Having 1-9 establishments	102·7	160·2	201·3	30·6	28·5	28·0	5·2	5·3	5·1
Having 10 or more establishments	55·6	98·3	125·5	32·2	33·5	31·6	4·8	6·2	5·9
Jewellery, leather and sports goods shops	87·1	137·7	164·3	31·2	33·5	33·2	3·1	3·7	3·3
Having 1-9 establishments	79·8	123·3	143·3	31·2	33·4	32·4	3·0	3·7	3·3
Having 10 or more establishments	7·4	14·3	21·0	31·1	34·5	42·8	3·6	3·6	3·2
Other non-food shops	52·3	80·7	82·7	36·4	35·9	38·7	5·5	6·7	7·0
Having 1-9 establishments	50·7	70·8	79·2	36·5	35·4	38·5	5·6	7·6	7·9
Having 10 or more establishments	1·6	9·9	3·5	35·9	38·8	42·9	4·3	3·6	5·3
Department stores	269·6	386·6	483·3	24·6	29·2	29·7	7·9	8·3	8·1
Having 1-9 establishments	231·6	310·9	376·7	24·4	28·7	29·3	8·1	8·5	8·1
Having 10 or more establishments	38·0	75·6	106·7	25·8	31·0	31·1	6·8	7·8	8·1
Variety stores	107·3	196·3	261·2	27·1	29·8	29·8	9·0	9·9	9·2
General mail order houses (b)	35·2	110·0	205·4	28·7	33·7	38·2	11·1	12·1	10·3
Other general stores	21·5	94·5	97·6	28·5	34·7	36·0	8·2	7·4	6·9
Having 1-9 establishments	9·6	40·2	39·2	28·0	29·9	29·2	9·2	6·7	5·7
Having 10 or more establishments	11·9	54·3	58·4	28·9	38·3	40·6	7·5	8·0	8·1

(a) Including estimate for non-response. (b) Mail order businesses classified to specific kinds of business are included under the appropriate headings.

(Tables continued on next page)

Table 2. Retail organizations by form of organization and kind of business, 1961

	Organizations	Establishments	Turnover	Purchases	Stocks		Turnover divided by end-year stocks	Gross margin	Gross margin as a percentage of turnover	Capital expenditure (net) (a)
					Beginning of year	End of year				
	Number	Number	£'000	£'000	£'000	£'000	Ratio	£'000	Per cent	£'000
TOTAL RETAIL TRADE	353,277	506,989	8,596,113	6,495,204	888,208	945,304	9·1	2,158,005	25·1	202,000
Co-operative societies	835	30,731	1,012,245	782,155	89,786	93,301	10·8	233,604	23·1	20,586
Other organizations	352,442	476,258	7,583,867	5,713,049	798,422	852,003	8·9	1,924,400	25·4	181,414
Organizations having 1-9 establishments	351,142	410,657	4,964,624	3,811,410	533,790	566,637	8·8	1,186,061	23·9	73,883
Organizations having 10 or more establishments	1,300	65,601	2,619,243	1,901,638	264,632	285,366	9·2	738,339	28·2	107,531
Organizations other than co-operative societies:										
Grocers and provision dealers Total	95,546	118,428	1,717,928	1,449,396	112,201	120,629	14·2	276,961	16·1	33,672
Organizations having 1-9 establishments	95,308	103,404	1,083,477	922,909	66,622	70,707	15·3	164,653	15·2	15,834
Organizations having 10 or more establishments	238	15,024	634,451	526,487	45,579	49,922	12·7	112,307	17·7	17,837
Other food retailers Total	71,033	102,059	1,386,297	1,051,208	37,833	40,482	34·2	337,739	24·4	30,446
Organizations having 1-9 establishments	70,659	86,152	961,492	738,046	20,429	21,509	44·7	224,526	23·4	17,585
Organizations having 10 or more establishments	374	15,907	424,806	313,162	17,404	18,973	22·4	113,213	26·7	12,862
Dairymen	4,141	6,071	248,802	197,983	3,839	3,986	62·4	50,966	20·5	4,422
Organizations having 1-9 establishments	4,116	4,390	100,755	79,498	1,422	1,470	68·5	21,305	21·1	2,093
Organizations having 10 or more establishments	25	1,681	148,047	118,486	2,417	2,516	58·8	29,661	20·0	2,329
Butchers	22,775	32,286	485,787	377,234	6,129	5,976	81·3	108,400	22·3	8,215
Organizations having 1-9 establishments	22,690	28,222	399,781	312,860	3,823	3,756	106·4	86,854	21·7	6,775
Organizations having 10 or more establishments	85	4,064	86,006	64,374	2,306	2,220	38·7	21,546	25·1	1,440
Fishmongers, poulterers	4,980	6,677	72,283	54,619	710	715	101·1	17,669	24·4	
Organizations having 1-9 establishments	4,972	6,136	54,380	41,172	378	408	133·2	13,237	24·3	1,659
Organizations having 10 or more establishments	8	541	17,904	13,447	332	307	58·4	4,431	24·7	
Greengrocers, fruiterers (including those selling fish)	28,353	34,435	256,561	202,945	5,409	5,723	44·8	53,929	21·0	3,971
Organizations having 1-9 establishments	28,316	33,314	238,854	190,104	5,122	5,392	44·3	49,020	20·5	3,544
Organizations having 10 or more establishments	37	1,121	17,706	12,841	287	331	53·5	4,909	27·7	426
Bread and flour confectioners	6,562	13,683	179,900	104,852	4,245	4,477	40·2	75,279	41·8	8,286
Organizations having 1-9 establishments	6,424	9,294	103,451	61,812	2,766	2,911	35·5	41,784	40·4	2,995
Organizations having 10 or more establishments	138	4,389	76,449	43,041	1,480	1,566	48·8	33,495	43·8	5,291
Off-licences	3,414	7,597	130,168	106,370	17,043	19,127	6·8	25,883	19·9	2,787
Organizations having 1-9 establishments	3,339	3,840	55,968	47,104	6,483	7,113	7·9	9,494	17·0	582
Organizations having 10 or more establishments	75	3,757	74,201	59,265	10,561	12,015	6·2	16,389	22·1	2,205
Other food shops	808	1,310	12,796	7,204	458	479	26·7	5,613	43·9	
Organizations having 1-9 establishments	802	956	8,303	5,495	436	460	18·0	2,832	34·1	1,106
Organizations having 10 or more establishments	6	354	4,493	1,709	22	19	240·3	2,781	61·9	
Confectioners, tobacconists, newsagents Total	52,113	60,438	681,354	577,373	49,560	54,802	12·4	109,224	16·0	5,888
Organizations having 1-9 establishments	52,034	55,756	601,322	513,451	42,716	47,048	12·8	92,203	15·3	4,732
Organizations having 10 or more establishments	79	4,682	80,032	63,922	6,844	7,755	10·3	17,021	21·3	1,156
Clothing and footwear shops Total	52,115	79,850	1,216,602	878,538	202,700	218,593	5·6	353,957	29·1	30,105
Organizations having 1-9 establishments	51,811	65,145	593,247	428,233	118,876	126,599	4·7	172,737	29·1	8,918
Organizations having 10 or more establishments	304	14,705	623,355	450,305	83,824	91,994	6·8	181,220	29·1	21,188
Boot and shoe shops	5,504	13,168	206,696	149,472	49,720	55,868	3·7	63,373	30·7	6,422
Organizations having 1-9 establishments	5,415	7,032	61,789	46,194	15,053	16,472	3·8	17,014	27·5	1,158
Organizations having 10 or more establishments	89	6,136	144,907	103,278	34,667	39,396	3·7	46,359	32·0	5,264
Men's and boys' wear shops	5,752	12,081	249,581	174,863	46,630	49,031	5·1	77,119	30·9	6,831
Organizations having 1-9 establishments	5,664	7,832	110,253	76,844	25,097	26,111	4·2	34,423	31·2	1,412
Organizations having 10 or more establishments	88	4,249	139,328	98,018	21,533	22,920	6·1	42,696	30·6	5,419
Women's, girls' and infants' wear, drapery and general clothing shops	40,859	54,601	760,325	554,204	106,350	113,694	6·7	213,465	28·1	16,852
Organizations having 1-9 establishments	40,732	50,281	421,204	305,194	78,726	84,015	5·0	121,299	28·8	6,347
Organizations having 10 or more establishments	127	4,320	339,121	249,009	27,625	29,679	11·4	92,166	27·2	10,505
Household goods shops Total	42,646	61,337	904,422	593,517	163,586	168,468	5·4	315,787	34·9	46,604
Organizations having 1-9 establishments	42,462	53,577	669,343	476,003	130,179	133,986	5·0	197,147	29·5	13,625
Organizations having 10 or more establishments	184	7,760	235,079	117,514	33,407	34,482	6·8	118,640	50·5	32,979
Furniture and furnishings shops	11,775	17,545	362,937	248,301	62,956	64,447	5·6	116,127	32·0	5,651
Organizations having 1-9 establishments	11,723	15,815	274,381	192,136	49,702	50,889	5·4	83,433	30·4	4,419
Organizations having 10 or more establishments	52	1,730	88,556	56,165	13,255	13,558	6·5	32,694	36·9	1,232
Radio and/or electrical goods shops	9,303	15,933	309,220	173,882	51,351	51,964	6·0	135,951	44·0	36,750
Organizations having 1-9 establishments	9,222	11,844	183,256	125,558	35,128	35,049	5·2	57,620	31·4	5,713
Organizations having 10 or more establishments	81	4,089	125,964	48,324	16,223	16,915	7·4	78,331	62·2	31,037
Cycle and perambulator shops (including cycle and radio shops)	3,989	4,536	30,505	22,849	5,965	6,510	4·7	8,201	26·9	628
Ironmongers, hardware shops	17,579	23,323	201,761	148,485	43,314	45,546	4·4	55,508	27·5	3,575
Organizations having 1-9 establishments	17,528	21,382	181,201	135,461	39,384	41,537	4·4	47,892	26·4	2,865
Organizations having 10 or more establishments	51	1,941	20,560	13,024	3,929	4,009	5·1	7,616	37·0	710

Exporters should ask for a FREE copy of our

CONSULAR GUIDE

BAKER BRITT

Head Office: 16 UPPER THAMES STREET, E.C.4. TEL. CITY 6951

Table 2. (*continued*)

	Organizations	Establishments	Turnover	Purchases	Stocks: Beginning of year	Stocks: End of year	Turnover divided by end-year stocks	Gross margin	Gross margin as a percentage of turnover	Capital expenditure (net) (a)
Organizations other than co-operative societies (*cont.*)	Number	Number	£'000	£'000	£'000	£'000	Ratio	£'000	Per cent	£'000
Other non-food retailers . . . . . Total	38,057	50,481	629,820	444,761	116,574	127,177	5·0	195,662	31·1	11,443
Organizations having 1-9 establishments . .	37,971	45,197	434,504	308,442	85,104	93,534	4·6	134,493	31·0	6,082
Organizations having 10 or more establishments .	86	5,284	195,316	136,319	31,470	33,643	5·8	61,169	31·3	5,361
Booksellers, stationers	4,062	5,999	92,573	69,356	11,594	12,435	7·4	24,057	26·0	1,649
Organizations having 1-9 establishments . .	4,053	4,637	57,271	41,761	8,494	9,123	6·3	16,139	28·2	933
Organizations having 10 or more establishments .	9	1,362	35,301	27,595	3,100	3,312	10·7	7,918	22·4	716
Chemists, photographic dealers	11,111	15,950	317,317	228,213	54,377	58,969	5·4	93,697	29·5	6,079
Organizations having 1-9 establishments . .	11,076	13,088	181,844	134,137	32,641	35,867	5·1	50,933	28·0	2,447
Organizations having 10 or more establishments .	35	2,862	135,473	94,076	21,737	23,103	5·9	42,764	31·6	3,632
Jewellery, leather and sports goods shops . .	12,899	16,377	148,033	102,554	41,504	46,124	3·2	50,100	33·8	2,482
Organizations having 1-9 establishments . .	12,873	15,601	127,031	89,967	35,505	39,558	3·2	41,117	32·4	1,557
Organizations having 10 or more establishments .	26	776	21,002	12,587	5,998	6,566	3·2	8,983	42·8	924
Other non-food shops	9,985	12,155	71,897	44,638	9,098	9,648	7·5	27,808	38·7	1,234
Organizations having 1-9 establishments . .	9,969	11,871	68,358	42,577	8,463	8,987	7·6	26,304	38·5	1,145
Organizations having 10 or more establishments .	16	284	3,539	2,061	635	662	5·3	1,505	42·5	89
General stores . . . . . Total	932	3,665	1,047,443	718,256	115,968	121,852	8·6	335,071	32·0	23,256
Organizations having 1-9 establishments . .	897	1,426	621,240	424,327	69,865	73,254	8·5	200,302	32·2	7,107
Organizations having 10 or more establishments .	35	2,239	426,204	293,929	46,103	48,597	8·8	134,769	31·6	16,149
Department stores	335	971	483,328	341,650	57,775	59,609	8·1	143,513	29·7	7,217
Organizations having 1-9 establishments . .	320	596	376,650	267,656	45,165	46,457	8·1	110,286	29·3	5,362
Organizations having 10 or more establishments .	15	375	106,678	73,994	12,609	13,152	8·1	33,227	31·1	1,855
Variety stores	4	1,199	261,154	185,638	25,918	28,265	9·2	77,862	29·8	13,963
General mail order houses (b)	28	28	205,357	128,705	17,992	19,885	10·3	78,544	38·2	1,229
Other general stores	565	1,467	97,604	62,263	14,282	14,093	6·9	35,151	36·0	847
Organizations having 1-9 establishments . .	549	802	39,232	27,966	6,707	6,913	5·7	11,472	29·2	515
Organizations having 10 or more establishments .	16	665	58,371	34,297	7,575	7,180	8·1	23,679	40·6	331

(a) Expenditure on new building work and on the acquisition of land, buildings, vehicles, plant, machinery, and other capital equipment, less disposals.
(b) Mail order businesses classified to specific kinds of business are included under the appropriate headings.

Table 3. Membership of voluntary groups and chains among independent traders and small multiples in the grocery trade, 1961 (a)

	Organizations	Establishments	Turnover	Stocks at end of year	Turnover divided by end-year stocks	Gross margin	Gross margin as a percentage of turnover
	Number	Number	£'000	£'000	Ratio	£'000	Per cent
All independents and small multiples (a)	95,308	103,404	1,083,477	70,707	15·3	164,653	15·2
Organizations in voluntary groups or chains . .	26,401	29,736	444,573	31,816	14·0	67,438	15·2
Others	68,907	73,668	638,905	38,892	16·4	97,215	15·2
Multiple organizations having 5-9 establishments . .	298	1,867	50,493	3,971	12·7	9,598	19·0
Organizations in voluntary groups or chains . .	82	501	10,029	902	11·1	1,953	19·5
Others	216	1,366	40,464	3,069	13·2	7,645	18·9
Large independent organizations (b)	228	550	35,198	2,623	13·4	6,413	18·2
Organizations in voluntary groups or chains . .	100	244	12,418	1,024	12·1	2,256	18·2
Others	128	306	22,780	1,600	14·2	4,158	18·3
Other independent organizations having a turnover of over £20,000	9,763	13,278	321,060	21,438	15·0	50,874	15·8
Organizations in voluntary groups or chains . .	6,010	7,924	194,769	13,775	14·1	30,401	15·6
Others	3,753	5,354	126,291	7,663	16·5	20,473	16·2
Other independent organizations having a turnover of £20,000 and under	85,019	87,709	676,726	42,676	15·9	97,768	14·4
Organizations in voluntary groups or chains . .	20,209	21,067	227,356	16,115	14·1	32,829	14·4
Others	64,810	66,642	449,370	26,561	16·9	64,939	14·5
Organizations in voluntary groups or chains	26,401	29,736	444,573	31,816	14·0	67,438	15·2
In retailers' buying groups	12,425	14,149	204,832	15,457	13·3	31,205	15·2
In wholesaler-sponsored voluntary groups or chains .	11,335	12,627	183,063	11,977	15·3	27,508	15·0
In both wholesaler-sponsored and retailers' buying groups .	2,441	2,960	56,677	4,382	12·9	8,726	15·4

(a) Excludes co-operative societies and multiples with 10 or more establishments, which were not asked about membership of voluntary groups or chains. The figures relate to satisfactory returns, representing 88 per cent of turnover of the field covered.
(b) Organizations having 1-4 establishments with 25 or more persons engaged in the business.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 3131 • TELEX. 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

New business names registered in 1963

DURING the year ended December 31, 1963, there were 42,187 new registrations under the Registration of Business Names Act, 1916 (as amended by the Companies Act, 1947) and 11,418 names were removed from the Registers. The total remaining on the Registers at December 31, 1963, was 910,906.

Registration of business names

The following Table gives the number of Business Names, and of Statements of Changes in Particulars, registered, and of Business Names removed from the Register, under the Registration of Business Names Act, 1916 (as amended), to December 31, 1963, and the number of Business Names remaining on the Registers.

Year	New registrations			Removals			Cumulative totals on registers			Changes in particulars		
	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland	Totals	England and Wales	Scotland
1917-1936 .	471,788	435,512	36,276	100,037	94,580	5,457	371,751	340,932	30,819	121,432	112,648	8,784
1937-1956 .	467,754	441,329	26,425	121,845	114,955	6,890	717,660	667,306	50,354	120,765	109,259	11,506
1957 . .	30,478	29,303	1,175	7,849	7,572	277	740,289	689,037	51,252	6,202	5,769	433
1958 . .	34,801	33,447	1,354	9,174	8,822	352	765,916	713,662	52,254	6,560	6,034	526
1959 . .	38,157	36,692	1,465	9,935	9,502	433	794,138	740,852	53,286	6,597	6,047	550
1960 . .	39,653	38,243	1,410	10,447	10,056	391	823,344	769,039	54,305	6,879	6,268	611
1961 . .	39,007	37,682	1,325	11,026	10,660	366	851,325	796,061	55,264	7,445	6,877	568
1962 . .	39,449	37,985	1,464	10,637	10,269	368	880,137	823,777	56,360	7,858	7,291	567
1963 . .	42,187	40,799	1,388	11,418	11,070	348	910,906	853,506	57,400	7,966	7,417	549

Limited partnerships

The following Table gives the number of limited partnerships registered under the Limited Partnerships Act, 1907, to December 31, 1963, and the amount of subscribed capital.

Year	Total		England and Wales		Scotland	
	Number	Subscribed capital	Number	Subscribed capital	Number	Subscribed capital
1908-1939 . . .	1,464	£3,524,336	1,395	£3,292,876	69	£231,460
1940-1949 . . .	160	£435,678	152	£433,811	8	£1,867
1950-1959 . . .	158	£225,126	154	£224,671	4	£455
1960.	13	£6,480	13	£6,480	—	—
1961.	19	£19,325	19	£19,325	—	—
1962.	14	£16,032	13	£15,532	1	£500
1963.	10	£3,057	9	£3,007	1	£50

FOR YOUR WORLD TRANSPORT
(ANYTHING - ANYWHERE)
WORLD TRANSPORT
20/22 EMERSON STREET
LONDON S.E.1
BRANCHES: MANCHESTER · BRADFORD · HULL SHEFFIELD
LIVERPOOL · LEICESTER · STOKE
W T A L
Ask 'WORLD TRANSPORT' first!
Tel: WATerloo 6996 · Telex: 28401 London
AGENCY LIMITED
AIRPORT OFFICES: LONDON · BIRMINGHAM · MANCHESTER
SOUTHEND · YEADON · GATWICK

Buoyant retail sales in December

RETAIL sales in December recovered strongly from the slight setback experienced in November. Christmas shopping, after a late start which had depressed trade in November, raised sales in December to a new high level; the seasonally adjusted index (1961 =100) reached 111, compared with 109 in October and November and 110 in August and September. Thus in November and December taken together the value of sales fully maintained the high level reached earlier. During 1963 the underlying trend in the value of sales, after allowing for seasonal factors, appears to have been a slow rise during the first seven months with a large increase in August to a level about 3½ per cent higher than the average in the first seven months which was held until the end of the year.

Most kinds of business shared in December's brisk trading; in particular the sales of clothing and footwear shops recovered strongly from their low November level.

The volume of sales, i.e. after adjusting the value figures for changes in prices, was also high in December due to increased sales of non-food shops. During the year 1963 the volume of sales of food shops rose slightly and there was a large increase in the volume of sales of non-food shops, which for the year as a whole were 4 per cent above their 1962 level.

Clothing and footwear shops

The seasonally adjusted index of the value of sales by clothing and footwear shops in December was 115. Averaging the November and December results suggests that, allowing for the irregularities to which this series is subject, sales have not been very much below the high level reached in the late summer. The detailed figures comparing sales in November and December 1963 with sales in the corresponding months of 1962 show clearly that large increases for December counterbalanced the low increases, and occasional decreases, shown for November. While sales in December 1963 in all kinds of business in this group were higher than in December 1962 outstanding increases were shown by footwear shops. Prices of clothing and footwear continued to be about 1 per cent higher than a year earlier.

Durable goods shops

The seasonally adjusted index of the value of sales of durable goods shops showed a small increase between November and December – perhaps insignificant in view of the irregularity in this series – though in this case November trade did not experience the setback apparent in other non-food sectors. The increase in the value of sales as compared with December 1962 was 10 per cent for the group as a whole which was somewhat higher than the increases for the preceding months of the year – as was also the case for most of the detailed kinds of business within the group.

Food shops

The seasonally adjusted index of the value of sales was slightly lower in December than in November (less than one point in unrounded figures) and there was also a small decrease (less than one point in unrounded figures) in the volume of sales. These changes are probably not significant and the trend has been, on the whole, quite steady.

Notes:

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1961=100, was given in the *Board of Trade Journal* of May 10, 1963.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of

Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices.

1961 = 100

	All kinds of business	Food Shops	Non-food Shops			
			Total	Clothing and Footwear Shops	Durable Goods Shops	Other Non-food Shops (b)
1962 3rd quarter	105	105	105	105	105	104
4th quarter	104	105	103	104	103	105
1963 1st quarter	106	108	104	102	99	106
2nd quarter	106	106	105	101	105	107
3rd quarter	109	107	110	112	111	110
4th quarter	110	109	111	111	112	112
1962 December	104	105	104	103	103	105
1963 January	105	108	103	101	98	106
February	105	108	102	101	97	104
March	106	107	106	104	101	106
April	105	107	104	99	102	107
May	107	108	106	103	109	108
June	105	105	106	101	106	106
July	107	106	107	105	108	108
August	110	108	112	114	114	110
September	110	108	112	115	110	110
October	109	108	110	110	110	112
November	109	109	109	107	110	110
December	111	108	113	115	114	113

(ii) At average 1961 prices.

	All kinds of business	Food Shops	Non-food Shops
1962 3rd quarter	101	102	101
4th quarter	101	103	100
1963 1st quarter	101	102	100
2nd quarter	102	102	102
3rd quarter	105	103	106
4th quarter	105	103	107
1962 December	101	103	100
1963 January	102	103	100
February	100	102	99
March	102	101	102
April	101	102	100
May	103	103	102
June	102	101	102
July	103	102	104
August	106	104	108
September	105	103	108
October	104	103	105
November	104	104	105
December	106	103	109

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1963, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.

(b) Including general department stores.

four, four and five weeks respectively. The period covered by December, 1963 sales was the five weeks from November 24, 1963, to December 28, 1963, the corresponding period in 1962 was from November 25, 1962, to December 29, 1962. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

Index numbers of sales per week, and percentage changes compared with a year earlier (*a*)

Summary table

(i) Value (at current prices)

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
All Kinds of Business (£9,075 million)	1961	100	92	97	97	114	91	88	96	95	99	96	102	94	96	102	106	131
	1962	103	94	100	101	118	95	92	95	100	101	100	104	99	101	104	110	135
	1963	108	97	103	105	125	99	94	99	103	105	102	108	103	105	111	114	144
	1963	+4	+3	+3	+4	+6	+4	+2	+4	+3	+4	+3	+4	+4	+4	+6	+4	+7
Food Shops (£4,171 million)	1961	100	96	98	98	108	95	95	98	98	99	97	100	97	98	100	102	119
	1962	104	100	103	102	111	99	100	101	104	103	102	103	102	102	103	105	122
	1963	107	105	106	105	115	105	105	105	107	107	104	105	104	104	107	109	126
	1963	+3	+5	+3	+2	+3	+6	+5	+4	+3	+4	+2	+2	+3	+3	+4	+4	+3
Non-Food Shops (£4,923 million)	1961	100	88	95	97	120	89	81	94	93	98	95	104	92	95	104	110	141
	1962	103	89	98	100	124	92	84	90	96	100	98	104	96	101	106	114	146
	1963	108	91	102	106	133	94	84	94	100	104	101	109	102	106	114	119	159
	1963	+5	+2	+4	+6	+7	+2	Nil	+4	+3	+4	+3	+5	+6	+5	+8	+4	+9
Clothing and Footwear Shops (£1,395 million)	1961	100	83	99	95	123	85	73	91	90	105	100	101	89	94	104	110	149
	1962	102	81	101	99	127	88	74	82	98	101	104	101	92	103	105	116	154
	1963	107	83	103	105	137	88	74	86	97	105	106	108	99	108	113	118	171
	1963	+5	+2	+2	+6	+8	+1	Nil	+5	Nil	+3	+2	+7	+7	+5	+8	+2	+11
Durable Goods Shops (£956 million)	1961	100	94	95	99	112	100	89	93	96	96	93	110	92	95	106	110	119
	1962	102	95	95	101	119	102	92	92	94	98	94	104	97	101	111	116	127
	1963	107	95	98	106	128	101	89	94	97	102	96	108	103	107	118	124	140
	1963	+4	—1	+3	+6	+8	—1	—3	+2	+4	+4	+2	+4	+6	+6	+7	+7	+10
General Department Stores (£451 million)	1961	100	87	90	95	128	103	71	88	90	94	87	112	82	91	106	117	154
	1962	103	86	94	99	132	105	72	83	95	97	91	113	86	97	108	122	159
	1963	108	89	97	104	140	107	72	88	97	102	93	119	92	102	116	124	171
	1963	+5	+3	+3	+6	+6	+2	Nil	+6	+3	+5	+3	+6	+7	+5	+8	+2	+8
Miscellaneous Non-Food Shops (£2,121 million)	1961	100	89	94	98	119	83	85	97	94	96	93	100	96	97	101	108	142
	1962	103	92	98	101	123	88	91	96	97	99	97	103	100	101	104	111	146
	1963	109	95	103	107	131	91	92	100	103	104	102	109	106	106	112	117	158
	1963	+5	+3	+5	+5	+7	+4	+1	+5	+6	+5	+5	+5	+5	+5	+8	+5	+8

(ii) Volume (at average 1961 prices)

All Kinds of Business (£9,095 million)	1961	100	93	97	97	113	92	89	97	96	99	96	102	94	96	101	105	129
	1962	101	93	97	98	114	94	90	93	97	98	96	100	96	99	102	107	130
	1963	103	93	99	102	119	95	90	95	99	101	99	104	100	102	106	110	137
	1963	+3	+1	+2	+3	+4	+2	—1	+1	+2	+3	+2	+3	+4	+3	+4	+2	+5
Food Shops (£4,171 million)	1961	100	97	98	98	107	95	96	99	99	99	96	99	96	98	100	101	118
	1962	102	99	100	100	108	98	99	100	101	100	98	100	99	100	101	103	118
	1963	103	100	101	101	109	101	99	99	102	102	100	101	101	100	101	104	119
	1963	+1	+1	+2	+1	+1	+3	Nil	Nil	+1	+2	+2	+1	+2	+1	Nil	+1	+1
Non-Food Shops (£4,923 million)	1961	100	89	96	96	118	90	82	95	94	99	95	104	91	94	102	108	139
	1962	100	87	95	97	119	91	83	88	95	97	95	100	93	98	102	110	141
	1963	104	88	98	102	128	91	82	91	96	100	98	105	98	103	110	115	153
	1963	+4	+1	+3	+5	+7	Nil	—2	+3	+2	+3	+3	+5	+6	+5	+7	+4	+9

Nufloor
NUFLOOR LTD. BASILDON ESSEX — Telephone Basildon 20201
COMMANDO/BANTAM/EDGER . . . please write for details
SANDERS-PLANERS-FINISHES

Index numbers of values of sales per week, and percentage changes compared with a year earlier (*a*)

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
All kinds of business																		
Total, all Kinds of Business	Total, all Retailers (£9,095 million)	1961	100	92	97	97	114	91	88	96	95	99	96	102	94	96	102	106	131
		1962	103	94	100	101	118	95	92	95	100	101	100	104	99	101	104	110	135
		1963	108	97	103	105	125	99	94	99	103	105	102	108	103	105	111	114	144
		1963	+4	+3	+3	+4	+6	+4	+2	+4	+3	+4	+3	+4	+4	+4	+6	+4	+7
	Independent retailers (£5,128 million)	1961	100	94	97	98	112	94	89	96	97	99	95	102	95	96	102	104	126
		1962	102	96	99	100	114	98	93	96	100	101	98	104	98	100	103	107	128
		1963	105	98	102	104	119	100	95	98	103	104	99	106	102	103	108	110	134
		1963	+3	+2	+2	+3	+4	+3	+1	+3	+2	+3	+2	+3	+4	+3	+5	+3	+5
	Multiple retailers (£2,569 million)	1961	100	87	96	98	119	82	84	93	91	99	98	101	97	97	101	108	142
		1962	107	92	103	105	127	89	90	95	101	102	106	105	105	106	108	116	151
		1963	115	98	110	113	139	95	95	102	107	110	112	112	112	114	118	125	168
		1963	+8	+7	+6	+7	+9	+7	+5	+8	+6	+8	+5	+7	+7	+7	+9	+7	+11
	Co-operative Societies (£946 million)	1961	100	98	98	96	108	96	96	101	97	101	98	98	91	97	99	105	117
		1962	100	97	98	95	108	96	96	99	97	100	97	95	91	99	99	106	118
		1963	100	98	98	95	109	98	97	99	98	101	96	95	91	98	99	105	119
		1963	Nil	+1	Nil	Nil	Nil	+2	+1	Nil	Nil	+1	—1	Nil	Nil	—1	Nil	—1	+1
	General department stores (£451 million)	1961	100	87	90	95	128	103	71	88	90	94	87	112	82	91	106	117	154
		1962	103	86	94	99	132	105	72	83	95	97	91	113	86	97	108	122	159
		1963	108	89	97	104	140	107	72	88	97	102	93	119	92	102	116	124	171
		1963	+5	+3	+3	+6	+6	+2	Nil	+6	+3	+5	+3	+6	+7	+5	+8	+2	+8
Food shops																			
Total, Food Shops	Total, all Retailers (£4,171 million)	1961	100	96	98	98	108	95	95	98	98	99	97	100	97	98	100	102	119
		1962	104	100	103	102	111	99	100	101	104	103	102	103	102	102	103	105	122
		1963	107	105	106	105	115	105	105	105	107	107	104	105	104	104	107	109	126
		1963	+3	+5	+3	+2	+3	+6	+5	+4	+3	+4	+2	+2	+3	+3	+4	+4	+3
	Independent retailers (£2,389 million)	1961	100	96	98	99	106	95	95	98	99	100	97	101	98	98	99	100	118
		1962	103	99	102	102	108	99	99	100	103	103	99	104	101	100	100	102	119
		1963	105	103	104	104	110	103	103	103	106	106	101	105	103	102	103	104	121
		1963	+2	+3	+2	+2	+2	+5	+3	+3	+2	+2	+2	+1	+2	+2	+3	+3	+2
	Multiple retailers (£1,036 million)	1961	100	92	96	98	113	90	92	94	94	97	97	99	99	97	102	106	129
		1962	110	102	108	108	123	100	103	104	108	106	109	107	110	108	111	115	139
		1963	119	112	115	115	133	111	112	112	116	115	115	114	117	115	121	125	149
		1963	+8	+10	+7	+6	+8	+11	+9	+8	+7	+9	+5	+6	+6	+7	+9	+9	+8
	Co-operative Societies (£746 million)	1961	100	101	99	96	104	99	100	103	99	100	99	97	92	98	99	103	109
		1962	99	101	99	95	104	99	101	102	99	100	98	95	92	97	99	103	109
		1963	99	102	98	94	102	101	102	102	99	100	97	94	91	96	98	101	107
		1963	Nil	+1	Nil	—1	—1	+2	+1	Nil	+1	+1	—1	—1	—1	—2	—1	—2	—1
Grocers	Total, all Retailers (g) (£2,406 million)	1961	100	96	97	99	108	95	96	98	97	99	97	100	98	99	101	103	117
		1962	104	101	103	103	111	100	101	102	104	103	102	103	102	103	104	107	120
		1963	108	107	106	106	115	107	107	106	107	107	104	105	106	106	109	111	124
		1963	+4	+5	+3	+3	+4	+7	+5	+4	+3	+4	+2	+2	+3	+3	+5	+4	+3
	Independent retailers (£1,243 million)	1961	100	96	97	100	107	95	95	97	98	99	95	101	99	99	100	101	117
		1962	103	100	101	102	109	99	99	100	102	102	98	104	101	102	102	103	119
		1963	106	104	103	104	111	105	104	103	105	105	100	104	104	104	105	105	120
		1963	+3	+4	+2	+2	+2	+6	+4	+3	+3	+3	+2	Nil	+3	+2	+3	+2	+1
	Multiple retailers (£630 million)	1961	100	93	96	99	111	91	93	95	94	98	97	100	100	98	103	108	121
		1962	112	106	110	111	122	104	106	107	111	108	112	109	114	110	113	118	132
		1963	123	117	118	120	136	117	118	117	119	118	118	116	122	120	126	132	146
		1963	+9	+11	+7	+8	+11	+13	+11	+10	+7	+10	+6	+7	+7	+9	+12	+12	+10
	Co-operative Societies (g) (£532 million)	1961	100	101	99	96	105	98	100	103	99	100	99	97	92	98	99	104	110
		1962	99	100	98	94	103	98	101	101	98	99	97	94	92	97	98	102	109
		1963	98	101	98	93	102	100	102	101	98	99	96	93	91	95	97	100	107
		1963	—1	+1	Nil	—1	—1	+2	+1	—1	Nil	+1	—1	—1	—1	—2	—1	—2	—2
Butchers	Total, all Retailers (£641 million)	1961	100	100	96	96	108	103	99	100	99	99	91	94	95	97	101	100	119
		1962	102	102	97	98	109	104	102	101	100	100	93	95	97	101	103	103	120
		1963	104	104	98	100	112	108	104	101	101	100	94	98	98	103	106	105	122
		1963	+2	+2	+1	+2	+2	+4	+2	Nil	+1	+1	+1	+3	+1	+2	+3	+2	+2

Index numbers of values of sales per week, and percentage changes compared with a year earlier (*a*)

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Food shops (*continued*)																		
Greengrocers, Fruiterers	Total, all Retailers (£324 million)	1961	100	94	110	100	97	85	92	102	103	111	114	111	99	92	89	95	105
		1962	101	97	116	103	89	92	96	102	114	116	118	118	102	90	82	86	98
		1963	100	95	114	100	91	87	94	102	111	113	116	112	100	90	83	88	100
		1963	—1	—2	—2	—3	+2	—5	—2	Nil	—2	—3	—1	—5	—2	—1	+1	+3	+2
	Independent retailers (£287 million)	1961	100	93	110	101	97	85	91	101	103	111	113	112	100	93	88	95	105
		1962	101	97	116	103	90	91	95	102	114	116	118	119	103	91	82	86	98
		1963	100	95	114	101	92	87	94	102	112	113	116	113	101	91	83	89	101
		1963	—1	—2	—2	—2	+2	—5	—2	Nil	—2	—3	—1	—5	—2	Nil	+1	+3	+2
	Multiple retailers (£21 million)	1961	100	99	111	95	95	92	97	107	99	107	123	110	92	86	89	89	104
		1962	102	102	120	100	86	99	101	105	116	117	126	124	98	83	78	78	98
		1963	100	100	116	95	88	89	99	108	111	113	122	114	93	81	79	82	100
		1963	—2	—2	—4	—5	+3	—10	—1	+3	—4	—3	—3	—8	—5	—3	+2	+5	+1
	Co-operative Societies (£17 million)	1961	100	98	108	95	99	89	98	106	102	111	111	103	92	90	93	93	107
		1962	97	99	111	91	87	93	99	104	109	114	111	104	88	82	81	81	96
		1963	92	95	105	85	86	86	95	101	103	107	105	96	81	79	80	79	96
		1963	—5	—5	—6	—6	—1	—7	—5	—3	—5	—6	—6	—7	—7	—5	—1	—3	Nil
Fishmongers, Poulterers	Total, all Retailers (£81 million)	1961	100	100	99	99	102	97	98	104	96	101	100	102	100	96	96	97	111
		1962	102	99	104	103	104	98	99	100	105	103	103	107	104	98	100	99	112
		1963	106	101	106	106	109	98	100	105	108	106	106	111	106	102	105	105	116
		1963	+3	+2	+3	+3	+5	—1	+1	+5	+3	+3	+2	+4	+2	+4	+5	+5	+4
Bread and Flour Confectioners	Total, all Retailers (*b*) (£196 million)	1961	100	92	97	104	108	87	89	98	96	97	98	104	103	104	104	104	113
		1962	107	97	106	111	115	92	96	102	107	105	105	111	111	110	111	111	121
		1963	113	103	113	116	121	100	100	106	113	113	112	116	117	116	117	116	127
		1963	+6	+6	+7	+5	+5	+9	+5	+4	+6	+8	+7	+4	+5	+6	+5	+5	+5
	Independent retailers (£124 million)	1961	100	95	99	102	103	91	92	101	101	99	98	104	101	101	102	102	106
		1962	105	99	105	107	109	94	98	104	111	104	102	109	106	105	106	106	114
		1963	109	103	110	111	113	100	102	107	113	109	108	113	110	111	111	111	117
		1963	+4	+4	+4	+4	+4	+6	+3	+2	+3	+4	+5	+3	+4	+5	+5	+4	+3
	Multiple retailers (£73 million)	1961	100	86	94	106	115	81	83	91	88	95	98	103	106	108	109	109	124
		1962	110	93	106	118	124	88	92	99	102	106	109	115	120	118	119	118	134
		1963	119	102	118	125	133	101	98	106	113	120	119	122	129	125	127	125	143
		1963	+8	+9	+11	+7	+7	+15	+7	+7	+11	+14	+9	+7	+7	+6	+7	+6	+7
Off-Licences	Total, all Retailers (£140 million)	1961	100	78	82	85	155	79	78	78	81	83	81	88	82	84	89	102	252
		1962	107	86	88	92	162	87	85	85	90	88	86	93	92	91	96	109	256
		1963	114	93	94	99	169	99	92	89	96	96	91	100	99	97	102	115	266
		1963	+7	+9	+7	+8	+5	+14	+8	+5	+6	+9	+6	+8	+9	+7	+6	+5	+4
	Independent retailers (£67 million)	1961	100	79	82	83	156	83	77	77	80	84	81	83	80	84	89	106	251
		1962	104	84	85	88	160	88	82	82	87	87	84	88	87	89	96	112	250
		1963	109	90	89	93	165	103	86	83	89	94	86	93	94	94	100	116	255
		1963	+5	+7	+4	+6	+3	+16	+5	+1	+3	+8	+2	+6	+8	+5	+4	+4	+2
	Multiple retailers (£73 million)	1961	100	78	82	86	154	75	78	79	81	82	81	93	84	83	88	98	252
		1962	109	88	91	95	163	85	89	89	94	89	89	97	96	92	96	107	263
		1963	118	96	98	103	173	96	98	96	102	98	96	106	105	100	104	113	277
		1963	+8	+10	+9	+9	+6	+13	+10	+8	+8	+10	+8	+10	+10	+8	+8	+6	+5

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

England
I.E.M.C. for England
Team Valley
Gateshead-on-Tyne 11

Scotland
I.E.M.C. for Scotland
3 Woodside Place
Glasgow C.3

Wales
I.E.M.C. for Wales
Treforest Industrial Estate
Pontypridd, Glam.

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House,
64 Chichester Street
Belfast

Index numbers of values of sales per week, and percentage changes compared with a year earlier (*a*)

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Food shops (*Continued*)																		
Dairymen	Total, all Retailers (£369 million)	1961	100	97	101	99	102	97	98	97	101	101	101	101	98	99	102	102	102
		1962	106	102	105	105	111	101	103	102	105	105	106	106	102	105	109	111	111
		1963	110	110	112	106	113	109	112	109	113	113	109	109	105	105	112	114	114
		1963	+4	+8	+6	+1	+3	+9	+9	+7	+8	+7	+3	+2	+3	Nil	+2	+3	+3
	Co-operative Societies (£121 million)	1961	100	101	101	98	101	99	101	102	99	102	101	98	94	100	102	101	100
		1962	103	103	101	100	107	102	103	104	100	103	100	100	96	103	107	108	106
		1963	105	108	105	99	107	108	108	108	105	108	102	100	96	101	105	107	107
		1963	+2	+5	+4	—1	Nil	+6	+5	+4	+5	+4	+2	Nil	+1	—2	—1	Nil	+1
Other Food Shops	Total, all Retailers (£14 million)	1961	100	99	98	95	108	99	97	100	97	101	95	92	92	100	104	103	116
		1962	103	101	101	100	108	101	101	102	100	105	98	98	97	105	106	104	114
		1963	98	99	95	92	104	97	97	103	93	105	90	89	88	98	98	97	115
		1963	—5	—2	—6	—8	—4	—3	—5	+1	—8	—1	—8	—9	—9	—7	—8	—7	+1
Clothing and footwear shops																			
Total, Clothing and Footwear Shops	Total, all Retailers (£1,395 million)	1961	100	83	99	95	123	85	73	91	90	105	100	101	89	94	104	110	149
		1962	102	81	101	99	127	88	74	82	98	101	104	101	92	103	105	116	154
		1963	107	83	103	105	137	88	74	86	97	105	106	108	99	108	113	118	171
		1963	+5	+2	+2	+6	+8	+1	Nil	+5	Nil	+3	+2	+7	+7	+5	+8	+2	+11
	Independent retailers (£663 million)	1961	100	86	99	94	121	91	75	91	92	103	100	102	86	94	107	110	140
		1962	101	83	101	98	123	93	76	82	97	104	102	104	89	102	106	114	143
		1963	105	85	102	103	131	94	76	85	96	106	103	109	94	106	115	116	156
		1963	+4	+2	+1	+5	+7	+1	+1	+3	Nil	+2	+1	+5	+6	+4	+8	+1	+9
	Multiple retailers (£629 million)	1961	100	81	99	96	125	79	71	90	89	105	102	100	94	94	103	108	156
		1962	103	78	102	101	130	83	72	80	99	99	107	101	98	104	105	116	163
		1963	109	81	105	109	143	84	72	86	99	104	111	110	106	110	113	119	185
		1963	+6	+3	+3	+8	+9	+1	Nil	+7	Nil	+5	+3	+9	+8	+6	+8	+3	+13
	Co-operative Societies (£103 million)	1961	100	84	95	91	130	81	72	95	88	105	92	96	81	95	100	120	163
		1962	101	80	97	93	132	83	70	87	95	103	94	94	83	101	96	124	166
		1963	102	80	96	95	136	81	70	88	92	103	94	97	84	102	99	120	179
		1963	+1	Nil	—1	+2	+4	—2	—1	+2	—3	Nil	Nil	+4	+1	Nil	+4	—3	+8
Footwear Shops	Total, all Retailers (£230 million)	1961	100	80	102	100	118	79	67	93	91	112	102	105	93	101	106	101	141
		1962	101	75	105	102	122	83	67	75	100	103	111	104	96	106	104	114	142
		1963	106	73	107	108	134	78	58	80	99	106	115	113	102	110	113	119	163
		1963	+4	—3	+2	+6	+10	—6	—13	+6	—2	+3	+3	+9	+6	+4	+8	+4	+15
	Independent retailers (£68 million)	1961	100	85	105	98	112	87	73	94	98	115	102	102	90	102	109	100	124
		1962	102	81	109	102	118	93	73	77	105	110	111	103	92	109	108	116	127
		1963	108	81	112	109	130	92	69	83	106	113	116	112	100	113	116	120	150
		1963	+6	+1	+3	+6	+11	—1	—6	+8	+1	+3	+4	+9	+8	+3	+7	+4	+18
	Multiple retailers (£143 million)	1961	100	78	101	101	120	76	63	91	87	111	103	108	95	100	105	100	149
		1962	101	73	104	103	124	80	65	74	98	99	113	106	99	105	103	113	149
		1963	105	69	106	110	136	73	54	78	95	103	116	115	105	109	113	119	170
		1963	+4	—6	+1	+6	+10	—9	—17	+5	—3	+4	+3	+9	+6	+4	+9	+5	+14
	Co-operative Societies (£19 million)	1961	100	83	102	94	121	76	68	100	94	115	97	95	82	103	105	110	144
		1962	99	75	103	96	122	75	65	83	99	108	101	91	84	109	98	124	140
		1963	100	74	102	96	128	73	59	86	96	107	102	96	84	107	101	122	156
		1963	+1	—2	—1	+1	+5	—2	—9	+3	—3	Nil	Nil	+5	Nil	—2	+3	—2	+11
Men's Wear Shops	Total, all Retailers (£282 million)	1961	100	89	100	94	117	98	78	90	92	105	101	103	91	89	93	105	145
		1962	102	88	102	99	121	102	79	84	100	103	104	103	96	98	96	112	148
		1963	107	91	103	104	130	102	82	88	98	104	105	109	102	101	103	113	165
		1963	+4	+3	Nil	+5	+8	Nil	+4	+5	—1	+2	+1	+6	+7	+3	+7	+1	+12
	Independent retailers (£124 million)	1961	100	85	97	97	120	97	76	83	88	102	102	109	95	91	91	100	159
		1962	101	83	99	100	122	98	76	77	93	99	103	105	98	97	91	106	161
		1963	105	87	99	104	130	103	80	80	92	99	104	110	103	99	98	104	176
		1963	+4	+4	Nil	+4	+6	+6	+4	+3	—1	Nil	+1	+4	+6	+3	+7	—1	+9
	Multiple retailers (£139 million)	1961	100	94	102	91	112	101	82	98	97	108	102	98	88	89	99	108	126
		1962	104	94	106	99	117	108	83	92	106	106	105	101	96	99	102	115	130
		1963	109	96	107	105	129	103	86	98	105	110	107	109	104	103	110	120	150
		1963	+5	+2	+1	+6	+10	—5	+3	+7	—1	+3	+2	+8	+8	+3	+7	+4	+16

Index numbers of values of sales per week, and percentage changes compared with a year earlier (*a*)

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Clothing and footwear shops (*Continued*)																		
Women's, Girls' and Infants' Wear Specialist Shops, and Drapers and General Outfitting Shops	Co-operative Societies (£20 million)	1961	100	79	95	91	135	83	65	87	87	103	96	107	81	86	87	117	188
		1962	100	75	97	93	137	83	62	78	96	98	97	103	83	92	83	122	193
		1963	101	76	95	94	140	85	65	77	92	96	96	106	84	93	83	113	207
		1963	+1	+1	—2	+2	+2	+2	+4	—1	—4	—2	—2	+3	+2	+1	Nil	—8	+8
	Total, all Retailers (£883 million)	1961	100	82	97	94	127	82	73	90	89	103	99	99	88	94	107	114	153
		1962	102	80	100	98	130	84	73	82	96	101	102	100	90	103	108	117	158
		1963	107	83	102	105	139	87	75	86	96	105	104	107	97	109	117	119	174
		1963	+5	+3	+2	+6	+7	+3	+2	+5	Nil	+4	+2	+7	+7	+6	+8	+1	+10
	Multiple retailers (£348 million)	1961	100	76	97	95	132	71	69	86	86	101	102	98	95	93	103	111	171
		1962	104	74	100	101	139	74	70	78	97	96	106	98	98	105	106	118	181
		1963	111	80	104	110	151	81	74	84	98	103	110	108	107	113	115	119	204
		1963	+7	+8	+4	+9	+9	+9	+6	+8	+1	+7	+4	+10	+9	+8	+8	+1	+13
	Co-operative Societies (£64 million)	1961	100	85	93	90	132	83	75	96	87	103	89	93	81	96	102	123	162
		1962	101	84	95	93	133	85	74	90	93	102	91	91	82	102	99	124	166
		1963	103	84	95	94	138	82	75	92	91	103	92	95	84	103	104	122	177
		1963	+2	Nil	Nil	+2	+4	—3	+1	+2	—2	+1	+1	+4	+2	+1	+5	—2	+7
	Independent retailers Total (£471 million)	1961	100	87	99	93	122	90	75	93	92	105	99	100	84	94	110	114	137
		1962	101	84	100	97	124	92	76	84	96	104	101	103	86	102	110	116	141
		1963	105	85	101	102	131	91	76	87	96	106	101	108	91	107	119	118	152
		1963	+4	+1	+1	+5	+6	Nil	+1	+3	Nil	+3	Nil	+4	+6	+5	+8	+1	+8
	Independent retailers: Women's, girls' and infants' wear specialist shops (..)	1961	100	81	106	90	123	78	68	94	99	113	107	93	79	96	127	121	121
		1962	102	73	110	98	125	74	66	78	104	115	111	100	83	108	128	123	125
		1963	106	73	110	105	135	70	63	82	106	117	108	105	90	118	142	125	137
		1963	+4	—1	Nil	+7	+8	—6	—5	+6	+2	+1	—2	+5	+8	+9	+12	+2	+9
	Drapers and general Outfitting shops Total (..)	1961	100	89	96	94	122	95	78	92	90	102	96	103	85	93	104	111	144
		1962	101	88	97	97	123	98	79	87	93	99	97	104	87	100	104	114	146
		1963	105	90	98	101	130	100	81	89	92	102	98	109	92	103	111	115	158
		1963	+3	+2	+1	+4	+6	+1	+2	+2	—1	+3	+1	+4	+6	+3	+7	+1	+8
	of which (c) Large (..)	1961	100	90	98	93	119	100	74	94	94	104	95	106	80	94	109	112	133
		1962	102	87	99	100	124	102	73	86	96	104	97	112	83	104	110	118	139
		1963	108	91	101	106	134	105	73	93	97	109	98	118	89	111	122	122	153
		1963	+5	+4	+2	+6	+9	+3	Nil	+7	+1	+5	+1	+5	+7	+7	+11	+3	+11
	Medium (..)	1961	100	88	95	94	123	95	76	92	88	103	94	106	85	92	105	110	147
		1962	101	88	96	96	123	98	78	87	92	100	97	106	85	97	103	111	148
		1963	103	87	96	100	129	95	78	87	89	102	98	110	91	100	109	112	159
		1963	+2	—1	Nil	+4	+5	—3	+1	Nil	—3	+2	+1	+4	+7	+3	+6	+1	+7
	Small (..)	1961	100	88	95	94	123	92	82	91	88	100	97	99	90	94	101	112	149
		1962	101	89	95	95	123	96	85	87	92	96	98	97	90	98	99	112	151
		1963	103	91	96	98	128	98	89	86	91	98	99	101	94	99	103	112	160
		1963	+2	+2	+1	+3	+4	+2	+5	—1	—1	+2	+2	+4	+4	Nil	+3	Nil	+6
Durable goods shops																			
Total Durable Goods Shops	Total, all Retailers (f) (£956 million)	1961	100	94	95	99	112	100	89	93	96	96	93	110	92	95	106	110	119
		1962	102	95	95	101	119	102	92	92	94	98	94	104	97	101	111	116	127
		1963	107	95	98	106	128	101	89	94	97	102	96	108	103	107	118	124	140
		1963	+4	—1	+3	+6	+8	—1	—3	+2	+4	+4	+2	+4	+6	+6	+7	+7	+10
	Independent retailers (£566 million)	1961	100	97	94	97	113	109	90	92	99	94	89	107	91	92	109	111	118
		1962	100	97	93	96	115	110	93	91	96	97	89	100	93	95	109	113	122
		1963	102	94	93	99	122	106	88	90	96	97	88	103	98	97	114	118	132
		1963	+2	—4	Nil	+3	+6	—4	—6	—2	+1	Nil	—1	+3	+5	+2	+4	+5	+8
	Multiple retailers (£309 million)	1961	100	91	96	102	111	87	90	95	91	98	98	115	95	98	103	107	119
		19o2	107	93	99	109	125	92	92	95	91	100	104	112	105	110	116	121	134
		1963	116	98	109	119	139	96	95	103	100	112	112	118	115	124	129	134	151
		.963	+9	+5	+10	+9	+12	+5	+3	+8	+10	+12	+8	+6	+9	+12	+11	+11	+13
	Co-operative Societies (£81 million)	1961	100	90	94	101	114	89	84	96	91	99	93	112	92	100	101	111	127
		1962	101	88	94	101	120	89	83	92	89	102	93	101	95	106	104	118	134
		1963	104	86	95	106	127	87	79	92	90	104	93	105	100	113	108	123	146
		1963	+3	—2	+1	+5	+6	—2	—4	—1	+1	+2	Nil	+4	+5	+6	+5	+4	+9

Index numbers of values of sales per week, and percentage changes compared with a year earlier (*a*)

1961 = 100

Kind of Business (Sales in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops (*continued*)																		
Furniture Shops	Total, all Retailers (excluding Co-operative Societies) (£403 million)	1961	100	93	96	100	111	103	85	92	96	98	93	115	94	94	105	113	114
		1962	102	94	97	102	114	104	90	90	97	102	93	113	98	97	107	115	118
		1963	104	89	97	105	123	97	82	88	97	104	92	115	101	101	115	123	129
		1963	+2	—6	Nil	+3	+8	—7	—9	—2	Nil	+2	—1	+2	+3	+5	+8	+6	+10
	Multiple retailers (£87 million)	1961	100	86	98	103	114	87	85	85	91	105	98	111	100	98	102	114	123
		1962	104	86	99	109	122	89	87	83	95	103	100	116	107	105	111	120	133
		1963	110	85	106	115	133	87	83	85	100	115	103	121	109	115	120	130	146
		1963	+5	—1	+7	+5	+9	—3	—5	+2	+6	+12	+3	+5	+2	+9	+9	+8	+10
	Independent retailers Total (£316 million)	1961	100	95	95	100	110	107	85	94	97	97	92	116	92	93	106	112	112
		1962	101	97	97	100	111	108	90	92	98	102	91	112	95	95	105	114	114
		1963	102	90	95	103	120	100	82	89	96	101	89	113	98	98	113	120	125
		1963	+1	—7	—1	+3	+8	—8	—10	—3	—2	Nil	—2	+1	+3	+3	+7	+6	+10
	of which (c) Large (..)	1961	100	97	93	102	108	117	81	94	98	89	93	127	87	94	102	103	116
		1962	100	95	93	103	109	113	85	89	94	95	92	123	90	96	99	108	118
		1963	103	91	94	106	119	111	76	87	92	96	94	123	93	104	107	116	132
		1963	+3	—4	+1	+3	+10	—2	—10	—2	—2	+1	+3	Nil	+3	+7	+8	+7	+12
	Medium and Small (..)	1961	100	95	95	99	111	104	86	94	97	99	91	113	94	93	107	115	111
		1962	102	97	98	99	112	107	92	94	99	104	91	108	97	94	108	116	113
		1963	102	90	96	102	120	96	83	90	98	103	88	110	100	96	115	122	122
		1963	Nil	—8	—2	+2	+7	—10	—10	—4	—2	—1	—4	+1	+3	+2	+7	+5	+9
Other Durable Goods Shops	Total, all Retailers (excluding Co-operative Societies) (£472 million)	19o1	100	96	94	97	113	100	94	94	97	93	92	106	91	95	108	107	122
		1962	103	97	94	99	123	103	95	94	91	95	95	97	97	103	116	116	134
		1963	110	101	100	107	133	107	97	99	98	101	100	103	106	111	123	125	148
		1963	+7	+4	+6	+8	+8	+4	+2	+5	+8	+6	+5	+6	+9	+7	+6	+8	+10
	of which: Radio and Electrical etc., Goods Shops (e) (£368 million)	1961	100	96	93	96	116	104	94	92	99	93	88	103	91	93	109	107	128
		1962	101	97	91	95	122	107	94	91	92	92	90	92	94	97	113	111	138
		1963	105	99	95	100	128	110	96	94	98	96	92	97	101	100	115	115	148
		1963	+4	+3	+5	+5	+5	+2	+1	+4	+7	+4	+3	+6	+7	+3	+1	+4	+7
	Multiple Retailers (£222 million)	1961	100	93	95	102	109	87	92	99	91	96	99	117	93	98	103	105	118
		1962	107	96	99	109	125	93	94	100	90	99	106	110	104	112	118	121	135
		1963	119	104	110	121	142	100	100	110	100	111	116	117	117	127	132	136	154
		1963	+11	+8	+11	+11	+13	+7	+6	+9	+12	+12	+10	+6	+12	+13	+12	+13	+14
	of which: Radio and Electrical etc., Shops (e) (£118 million)	1961	100	92	92	102	114	89	89	97	91	95	91	116	94	96	102	102	134
		1962	104	94	95	104	125	97	91	94	89	93	100	108	101	103	110	109	148
		1963	112	101	104	111	132	102	97	104	101	104	106	114	111	110	114	115	160
		1963	+7	+7	+10	+7	+6	+5	+6	+10	+13	+12	+6	+6	+10	+7	+4	+5	+8
	Electricity Showrooms (£55 million)	1961	100	91	99	105	105	86	92	95	92	99	105	127	90	99	104	103	107
		1962	108	89	103	114	126	83	91	92	86	102	118	117	105	119	121	128	128
		1963	118	98	116	122	137	91	100	101	97	112	133	118	116	130	130	136	143
		1963	+9	+10	+12	+7	+9	+10	+10	+10	+12	+10	+13	+1	+10	+10	+8	+6	+12
	Gas Showrooms (£49 million)	1961	100	98	98	101	102	83	100	109	90	93	108	107	94	102	104	112	93
		1962	114	109	104	117	127	95	105	124	94	110	106	109	110	129	134	140	111
		1963	137	116	117	143	170	105	107	133	102	126	121	124	133	167	176	188	151
		1963	+19	+6	+12	+23	+34	+11	+1	+7	+8	+15	+13	+13	+21	+30	+31	+34	+36
	Independent Retailers (£250 million)	1961	100	98	93	93	116	111	96	90	102	92	86	96	90	92	112	109	126
		19o2	100	98	89	91	121	112	96	89	93	91	85	85	91	95	114	111	133
		1963	102	99	91	94	125	113	95	90	97	92	86	90	97	96	115	115	142
		1963	+3	+1	+2	+4	+4	+1	—1	+1	+4	+1	+1	+6	+6	+1	Nil	+4	+7
Miscellaneous non-food shops																			
Total, Miscellaneous Non-Food Shops	Total, all Retailers (b) (£2,121 million)	1961	100	89	94	98	119	83	85	97	94	96	93	100	96	97	101	108	142
		1962	103	92	98	101	123	88	91	96	97	99	97	103	100	101	104	111	146
		1963	109	95	103	107	131	91	92	100	103	104	102	109	106	106	112	117	158
		1963	+5	+3	+5	+5	+7	+4	+1	+5	+6	+5	+5	+5	+5	+5	+8	+5	+8

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Trailers for October 1963.
Pottery & Electrical Ware for November 1963.
Rubber for November 1963.
Salt for November 1963.
Timber – Softwood, Hardwood & Plywood for December 1963.

Quarterly at 7s. 6d. a year, post free:
Paint & Varnish for April – June 1963.
Narrow Fabrics for September – November 1963.

Index numbers of values of sales per week, and percentage changes compared with a year earlier (*a*)

1961 = 100

Kind of Business (Sales in 1961 (£ million))		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Miscellaneous non-food shops (*Continued*)																		
Confectioners, Tobacconists, Newsagents	Total, all Retailers (£795 million)	1961	100	95	95	99	111	92	93	100	96	96	92	98	99	100	101	105	124
		1962	104	99	99	103	113	98	100	99	101	99	96	102	105	103	104	107	126
		1963	107	102	104	106	118	100	101	105	108	104	100	106	107	106	108	111	132
		19o3	+4	+3	+5	+3	+4	+2	+1	+5	+7	+5	+4	+4	+2	+3	+3	+4	+5
	Independent retailers (£698 million)	1961	100	95	95	99	111	91	93	100	96	97	92	98	99	100	102	105	123
		1962	103	99	98	103	113	97	100	99	101	99	96	102	104	103	104	107	124
		1963	107	101	103	106	117	99	100	103	107	103	99	106	106	106	107	110	129
		1963	+3	+2	+4	+3	+4	+2	Nil	+4	+6	+4	+4	+4	+2	+3	+3	+3	+4
	Multiple retailers (£97 million)	1961	100	96	94	96	113	93	93	100	98	96	91	96	98	95	98	103	134
		1962	106	103	100	104	118	100	106	102	103	100	97	103	107	102	103	107	139
		1963	114	110	109	109	127	105	111	113	116	110	103	109	111	106	110	116	150
		1963	+7	+7	+9	+5	+8	+4	+5	+11	+12	+9	+6	+6	+4	+5	+7	+9	+8
Booksellers, Stationers	Independent retailers (£60 million)	1961	100	95	92	96	117	91	93	100	94	91	91	99	88	98	100	113	134
		1962	105	99	97	100	123	96	98	103	98	101	92	105	92	102	104	119	141
		1963	111	105	103	106	130	98	104	111	106	103	100	109	96	111	114	125	147
		1963	+6	+6	+7	+6	+6	+2	+7	+8	+8	+2	+9	+4	+4	+9	+10	+5	+5
Chemists (*d*), Photographic Goods Dealers	Total, all Retailers (£261 million)	1961	100	85	94	101	120	83	82	89	90	93	98	107	100	97	92	100	159
		1962	103	89	97	103	124	88	86	92	92	94	105	107	104	99	94	103	164
		1963	108	91	102	109	130	90	88	94	94	100	109	113	112	102	99	108	171
		1963	+4	+2	+4	+5	+5	+1	+3	+2	+2	+6	+5	+6	+8	3	+5	+5	+5
	Independent retailers (£141 million)	1961	100	88	97	105	111	86	84	92	92	96	101	112	104	100	93	92	140
		1962	102	91	100	106	112	91	87	94	95	97	106	112	106	101	95	93	141
		1963	105	92	103	111	115	91	88	96	96	98	111	117	114	103	100	97	143
		1963	+3	+1	+3	+4	+3	—1	+1	+2	+1	+1	+5	+4	+7	+2	+5	+4	+1
	Multiple retailers (£104 million)	1961	100	80	89	97	134	78	79	83	85	88	94	101	95	94	90	110	187
		1962	105	86	94	101	140	84	84	90	88	89	104	102	101	99	94	116	195
		1963	112	89	101	108	149	88	88	91	90	102	108	110	112	102	98	125	211
		1963	+6	+3	+7	+7	+7	+4	+5	+1	+3	+15	+5	+7	+11	+3	+4	+8	+8
	Co-operative Societies (£17 million)	1961	100	92	96	95	118	89	92	95	93	98	96	100	92	92	91	102	152
		1962	101	91	96	95	122	89	89	94	93	96	97	98	95	92	93	104	159
		1963	104	92	98	100	125	90	91	93	95	99	100	105	99	96	96	104	164
		1963	+3	+1	+3	+5	+2	+1	+2	Nil	+3	+3	+3	+7	+4	+5	+3	Nil	+3
Jewellers	Total, all Retailers (£89 million)	1961	100	77	81	101	141	69	75	84	78	81	84	105	101	97	85	101	218
		1962	100	78	80	101	141	70	78	83	78	80	82	104	102	97	84	102	219
		1963	105	74	84	108	154	62	75	83	80	85	87	108	112	104	93	110	238
		1963	+5	—4	+5	+7	+9	—11	—4	Nil	+3	+7	+6	+4	+9	+7	+11	+8	+9
	Independent retailers (£74 million)	1961	100	79	83	102	137	72	77	85	80	83	86	106	102	98	86	103	204
		1962	100	80	81	101	136	73	80	84	79	81	83	105	103	98	85	101	206
		1963	105	76	85	108	149	65	76	84	81	86	88	108	112	104	94	109	226
		1963	+5	—5	+5	+6	+10	—11	—5	—1	+2	+7	+6	+3	+9	+7	+11	+9	+10
	Multiple retailers (£16 million)	1961	100	67	73	97	163	54	65	80	70	71	76	98	98	95	80	95	284
		1962	102	68	75	99	165	52	71	79	71	73	79	103	99	97	81	106	279
		1963	108	68	80	108	176	48	72	81	75	80	84	110	110	103	90	114	295
		1963	+6	Nil	+7	+9	+7	—8	+1	+3	+7	+10	+6	+7	+12	+7	+10	+8	+6
Leather Goods, Sports Goods, Toys and Fancy Goods Shops	Total, all Retailers (£76 million)	1961	100	71	86	103	140	68	68	75	85	85	87	103	105	102	92	108	204
		1962	101	70	87	105	140	69	70	71	86	84	90	101	107	106	89	107	208
		1963	103	67	88	110	147	64	6o	72	86	87	89	107	113	111	96	113	216
		1963	+2	—4	Nil	+5	+5	—8	—5	+1	—1	+4	—1	+6	+5	+5	+7	+6	+4
Ironmongers and Hardware Shops	Total, all Retailers (£236 million)	1961	100	94	99	99	108	92	90	100	103	102	93	101	104	93	101	101	120
		1962	102	97	100	101	111	96	94	99	103	104	94	101	107	96	103	106	122
		1963	107	102	103	107	118	109	97	100	107	107	96	106	114	101	110	109	132
		1963	+5	+5	+3	+5	+6	+13	+3	+2	+4	+3	+1	+5	+7	+5	+7	+4	+8
	Independent retailers (£209 million)	1961	100	95	99	99	107	94	91	100	103	102	92	101	104	93	100	100	119
		1962	102	98	100	101	110	99	95	99	103	105	93	102	107	96	102	106	120
		1963	107	103	102	106	116	113	98	100	107	107	95	107	113	100	108	109	127
		1963	+5	+6	+2	+5	+5	+14	+3	+1	+4	+2	+1	+5	+6	+5	+7	+3	+6
	Multiple retailers (£27 million)	1961	100	86	100	99	116	73	82	100	105	97	97	99	105	93	107	103	133
		1962	103	88	101	103	120	75	88	98	105	96	101	100	112	99	111	104	141
		1963	110	92	104	110	135	79	90	104	109	100	104	104	121	106	120	116	163
		1963	+7	+4	+4	+7	+12	+4	+2	+5	+4	+4	+3	+5	+8	+7	+7	+11	+16

Hire-purchase business in December

DECEMBER business is normally greatly affected by seasonal influences, with high sales on hire-purchase and other instalment credit terms by household goods shops, while finance house new business is normally low. Allowing as far as possible for these seasonal movements and some month-to-month irregularity in the figures, both hire-purchase sales of household goods shops and new credit extended by finance houses appear to have been maintained in December at the higher level of recent months.

Total debt outstanding rose by a further £7 million to £954 million, thus showing an increase of £67 million during 1963 as a whole.

Household goods shops

Sales on hire-purchase and other instalment credit terms by household goods shops in total rose between November and December much in line with seasonal expectations. Compared with a year earlier, they were around 5 per cent higher, much the same rise as in October and November. For 1963 as a whole the increase was also about 5 per cent compared with the previous year.

December instalment credit sales for both the main categories of household goods shops—furniture and furnishings shops and the hardware, radio, electrical, etc. group – were around 5 per cent more than a year earlier, similar increases to those recorded in November. For the year as a whole, furniture and furnishings shops showed a rise in instalment sales of 3 per cent and hardware, radio, electrical, etc. shops one of 7 per cent.

The household goods departments of department stores reported lower sales on instalment credit terms in December than in November, as in 1962 and earlier years, with the exception of 1961. Compared with December 1962, there was a rise of around 5 per cent, but for the year 1963 as a whole sales were much the same as in 1962.

Instalment debt outstanding to household goods shops in total rose by £11 million in December to £340 million, giving a rise for 1963 as a whole of £22 million.

Finance houses

New instalment credit extended by hire-purchase finance houses was seasonally low in December but the decrease compared with November was no greater than expected under seasonal influences. Allowing for these influences as far as possible, new business was in line with the improved level which has been seen in recent months compared with earlier in 1963.

New credit extended in December was about one-third higher than a year earlier, bringing the total for 1963 as a whole to 14 per cent above 1962. Credit for new cars was about 40 per cent up in December, and for the year 1963 as a whole the increase was much the same compared with the year 1962. Credit for used cars was also about 40 per cent higher in December than in December 1962, but for the year 1963 as a whole the increase was only 10 per cent.

Total direct debt owing to finance houses declined slightly in December to a total of £614 million, but this fall can be wholly attributed to seasonal influences. Over the year there was an increase of £45 million. Amounts owing from retailers under block discounting arrangements were unchanged in December compared with the previous month at £45 million, but were £7 million lower than a year earlier.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt
	For household goods	For other durable goods	Total		
1958	292	363	635	547	+108
1959	394	523	917	624	+293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1962	301	437	738	778	— 40
1963	318	500	818	751	+ 67
1960 1st quarter	87	152	239	179	+ 60
2nd quarter	73	156	229	182	+ 47
3rd quarter	64	117	181	185	— 4
4th quarter	77	94	171	188	— 17
1961 1st quarter	64	136	200	201	— 1
2nd quarter	69	164	233	210	+ 23
3rd quarter	72	126	198	202	— 4
4th quarter	78	89	167	193	— 26
1962 1st quarter	63	104	167	206	— 39
2nd quarter	69	128	197	198	— 1
3rd quarter	79	114	193	190	+ 3
4th quarter	90	91	181	184	— 3
1963 1st quarter	66	102	168	181	— 13
2nd quarter	74	146	220	188	+ 32
3rd quarter	83	133	216	188	+ 28
4th quarter	95	119	214	194	+ 20

(*Continued on next page*)

Debt

Table 1—Estimates of hire purchase and other credit instalments outstanding

END OF PERIOD

£ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1961	321	315	312	308	306	306	306	305	303	303	303	309
	1962	304	301	296	293	292	294	295	297	300	304	308	318
	1963	316	313	311	308	311	313	315	319	323	324	329	340
Owed directly to finance houses	1961	607	607	622	631	643	651	662	660	650	639	628	618
	1962	606	598	592	590	593	593	597	593	590	583	575	569
	1963	562	559	563	573	584	593	603	608	611	615	618	614
Total of above	1961	928	922	934	939	949	957	968	965	953	942	931	927
	1962	910	899	888	883	885	887	892	890	890	887	883	887
	1963	878	872	874	881	895	906	918	927	934	939	947	954

Table 1a—Commodity analysis of hire purchase and other credit instalments outstanding

END OF PERIOD

£ million

	1957	1961		1962				1963			
	Dec.	Sept.	Dec.	March	June	Sept.	Dec.	March	June	Sept.	Dec.
Private and commercial motor vehicles and caravans	197	490	461	441	442	436	416	406	437	449	451
Farm and industrial equipment	21	62	68	71	70	68	66	67	65	70	73
Household goods (a)	221	365	366	343	343	352	372	368	369	380	397
Other goods	9	36	32	33	32	34	33	33	35	35	33
Total	448	953	927	888	887	890	887	874	906	934	954

(a) Includes pedal cycles.

New business of household goods shops

Table 3—Index numbers of value of goods sold on hire purchase and other instalment credit per week

Average of 1957 = 100

		Year	Jan.	Feb.	March (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
Furniture and Furnishing Shops	Total (multiple and independent retailers, co-operative societies)	1961	97	90	98	102	104	104	121	102	106	117	126	132
		1962	98	96	94	100	105	104	115	108	113	124	131	140
		1963	93	87	94	105	114	102	121	110	122	128	140	148
	of which: Multiple retailers (b)	1961	98	95	99	106	108	114	125	106	110	121	131	138
		1962	103	100	94	102	106	114	126	115	118	131	139	151
		1963	101	96	98	114	120	115	132	117	130	140	147	161
	Independent retailers	1961	94	83	92	95	95	92	109	94	99	109	115	122
		1962	89	90	89	93	97	89	97	92	99	108	113	122
		1963	81	75	85	93	100	84	100	95	103	109	122	127
Hardware, Radio, Electrical Goods, Cycle and Perambulator Shops	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1961	92	96	97	99	104	104	125	96	99	105	105	113
		1962	89	89	93	88	98	116	118	112	116	120	127	136
		1963	97	97	102	96	112	119	118	118	128	129	135	140
	of which (multiple and independent): Radio and electrical goods, cycle and perambulator shops	1961	72	67	64	72	74	72	88	68	69	78	77	93
		1962	68	61	60	62	66	78	79	78	75	82	86	106
		1963	71	67	67	66	73	74	79	82	78	78	82	101
Department Stores: Household goods departments		1961	133	119	117	123	124	111	156	109	119	141	143	146
		1962	142	114	111	117	120	121	148	122	134	153	160	155
		1963	138	109	111	116	129	112	155	119	134	158	172	162
Total, Household Goods Shops		1961	97	95	99	102	106	105	125	100	104	113	117	124
		1962	97	94	94	95	103	111	119	111	116	124	131	139
		1963	98	93	99	101	114	111	122	114	126	131	140	145

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.

New business of finance houses

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month

Monthly average of 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1961	116	173	234	206	241	224	242	139	111	114	115	83
	1962	124	145	168	169	238	201	199	145	137	158	148	102
	1963	159	161	245	270	314	255	274	204	201	235	208	146
Private cars – used	1961	131	179	204	183	218	201	195	143	110	118	108	79
	1962	96	121	134	138	179	162	169	152	126	133	111	78
	1963	81	104	151	168	188	160	181	162	149	163	141	112
Commercial motor vehicles – new and used	1961	195	212	246	221	238	235	240	163	142	154	144	110
	1962	155	157	171	157	185	161	160	130	127	143	136	94
	1963	122	123	160	168	188	155	169	140	139	171	162	135
Motor cycles, side-cars, power assisted cycles – new and used	1961	71	108	171	160	184	161	160	135	85	73	59	37
	1962	43	64	78	82	106	95	96	82	68	66	51	33
	1963	30	40	72	87	102	88	97	94	73	71	57	40
Caravans – new and used	1961	74	137	220	219	242	248	226	188	146	159	123	80
	1962	95	127	172	175	222	205	217	198	160	153	115	76
	1963	74	98	178	242	235	216	231	209	177	173	136	93
Farm equipment and tractors	1961	128	123	195	195	195	217	201	169	132	150	128	79
	1962	93	105	143	110	112	116	141	151	139	153	126	75
	1963	90	86	134	139	143	119	162	179	170	166	153	114
Industrial and building plant and equipment	1961	251	239	312	311	360	315	346	233	239	272	263	211
	1962	254	300	337	266	302	254	286	212	216	235	209	181
	1963	233	217	312	295	329	276	339	260	264	313	312	263
Household goods (a)	1961	138	114	126	120	136	123	133	115	107	118	119	104
	1962	118	98	90	88	110	105	120	115	107	120	117	110
	1963	128	96	108	107	124	105	120	120	118	133	127	128
All goods (including goods not shown above)	1961	144	168	207	190	220	204	207	150	123	131	125	96
	1962	121	133	147	142	179	160	168	143	127	140	126	94
	1963	115	116	164	177	201	169	189	162	154	175	157	129

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Notes on statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and, where the credit is provided by the shop, any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example, a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures

are brought together in Table I. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. The results of the 1961 Census of Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops,' which was distinguished in Table 3 up to December 1962, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

The estimates in £'s million of goods sold on hire purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32; of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92; of which radio and electrical goods, cycle and perambulator shops, 98·80; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

Retail sales in N. Ireland in November

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in November was 3 per cent higher than a year earlier, compared with increases of 5 per cent in October, and 7 per cent in September.

Sales by food shops in November were 4 per cent higher than a year earlier, while clothing and footwear and household goods shops showed increases of 2 per cent and 3 per cent respectively on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1961 Year	100		100		100		100		100	
1962 Year	103	+3	105	+5	100	Nil	104	+ 4	101	+1
1962 Third quarter	100	+2	103	+6	92	Nil	100	— 2	99	—1
Fourth quarter	117	+5	111	+5	105	+ 7	116	+ 9	121	+3
1963 First quarter	97	+4	106	+4	88	+ 6	96	+ 1	86	+1
Second quarter	105	+3	110	+5	105	+ 3	102	— 2	98	+2
Third quarter	104	+4	107	+3	100	+ 8	108	+ 8	102	+3
1963 January	94	+4	105	+6	84	+ 6	89	— 2	86	+1
February	96	Nil	108	+3	86	— 1	98	— 3	84	—2
March	100	+7	107	+4	95	+15	101	+ 7	89	+4
April	102	+1	108	+5	99	— 6	94	+ 1	96	Nil
May	110	+4	114	+6	115	+ 3	112	+ 2	99	+4
June	104	+4	109	+5	100	+14	102	—10	100	+3
July	101	+4	104	+4	92	+ 4	102	+ 6	104	+5
August	105	+3	108	+2	103	+ 8	105	— 2	103	+1
September	106	+7	109	+5	104	+12	116	+20	99	+2
October	109	+5	111	+5	112	+ 5	117	+ 5	100	+2
November	117	+3	115	+4	131	+ 2	126	+ 3	108	+2

Production of man-made fibres

PRODUCTION of man-made fibres in December 1963, was at the record level of 67 million lb., 15 per cent more than in December 1962. This increase was shared equally between the output of continuous filament yarn and staple fibre.

Production in the year 1963 reached an all time record – 15 per cent more than in 1962, the previous record year, and 27 per cent more than in 1961. Within the annual total for 1963, output of continuous filament yarn was 14 per cent more and output of staple fibre 16 per cent more than in 1962.

Deliveries of continuous filament yarn and staple fibre in the year 1963 were 15 and 16 per cent more respectively than in 1962. Compared with 1962, deliveries of continuous filament yarn to user industries increased by 13 per cent; in particular, deliveries to the warp knitting and hosiery industries were 21 and 29 per cent more respectively. Deliveries of continuous filament yarn for industrial purposes increased by 10 per cent. Deliveries of staple fibre to user industries also increased sharply – by 17 per cent; deliveries to the wool spinning and flax spinning industries were 22 and 36 per cent more respectively.

Deliveries for export of both continuous filament yarn and staple fibre were buoyant in 1963 – 20 per cent and 13 per cent more respectively than in 1962.

(Million lb. 'delivered by weight' basis)

	Continuous filament yarn (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1962 3rd quarter	71·0	79·1	150·1
4th quarter	78·7	94·7	173·3
1963 3rd quarter	80·5	90·9	171·4
4th quarter	90·5	107·2	197·7
1962 October	26·7	30·9	57·6
November	25·8	31·5	57·3
December	26·2	32·3	58·4
1963 October	31·0	35·1	66·1
November	29·4	35·0	64·4
December	30·1	37·0	67·1

Deliveries of continuous filament yarns

(Thousand lb., actual weight)

	Year 1962	1962		1963		
		July-Sept.	Oct.-Dec.	July-Sept.	Oct.-Dec.	Year 1963
Weaving	72,965	16,033	19,128	17,917	21,132	77,432
Hosiery	33,409	7,513	8,610	10,377	13,615	42,935
Warp knitting	29,820	7,052	7,795	8,278	10,600	35,939
Industrial purposes (tyres, etc.)	81,865	19,468	21,407	21,733	22,204	90,300
Other purposes	11,260	2,676	2,994	3,139	3,939	13,226
Exports as yarn (a)	63,428	15,471	17,369	18,863	20,856	76,346
Total	292,746	68,213	77,303	80,349	92,347	336,199

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb., actual weight)

	Year 1962	1962		1963		
		July-Sept.-	Oct.-Dec.	July-Sept.	Oct.-Dec.	Year 1963
Cotton spinning	108,817	24,203	29,674	26,531	33,509	119,324
Wool spinning	82,694	19,137	24,357	22,500	30,083	101,209
Flax spinning	24,078	5,846	6,780	8,683	9,339	32,854
Other spinning systems and sundries	35,301	8,014	10,067	9,661	11,179	41,339
Exports (a)	85,036	23,874	24,149	23,977	23,961	96,449
Total	335,926	81,075	95,027	91,353	108,070	391,175

(a) The figures refer to deliveries from the industry for export and may differ from the total recorded as exports in the monthly trade accounts.

Exhibitions and Fairs

Mr. du Cann opens Blackpool Gifts Fair

THE 15TH INTERNATIONAL GIFTS FAIR at Blackpool was opened by Mr. Edward du Cann, Minister of State, Board of Trade, on February 3. The show closed yesterday, February 6. In the fair's 450,000 sq. ft. of exhibition space were to be seen the newest designs – many for the first time – in china, pottery, glassware and cutlery, leathergoods and jewellery and gifts merchandise. It was a vast shopwindow for the multitude of giftware items that will be on thousands of counters at home and overseas later this year.

At the Winter Gardens were fancy goods of all descriptions, stationery, jewellery, silverware, travel goods, umbrellas, watches and clocks. At the Imperial Hotel, British firms were showing china, glassware and pottery. The Metropole Hotel was devoted to manufacturers and importers selling to the wholesale trade only. At the Talbot Hall, Foreign manufacturers, importing or wholesale houses, showed brassware, fancy goods, lampshades, china, glassware and pottery. Here also British manufacturers, importers and wholesalers showed brassware, lampshades, fancy goods and wrought iron.

In his speech of welcome, Mr. Elkan Simons, chairman of the International Gifts Fair, expressed the gratitude of the organizers for help received from the Board of Trade over the years. He referred to the doubling of the gifts industry's exports since 1957 and mentioned particularly the cutlery trade which increased exports by some 20 per cent during 1963, and pottery, china and glassware which, taken together, showed an increase of more than 10 per cent over the year. Certainly the gifts industry as a whole had kept in step with the country's general export trend.

In a number of ways the Fair organizers had set out to stimulate the small manufacturers, of which the industry was made up, to seek markets overseas. They had set out to make the fair internationally recognised by more and more overseas buyers and manufacturers as the leading World Fair for this industry. Trade missions had visited, over a period of four years, 26 major European cities and 1,200 to 1,500 major importers and store buyers. This year it was hoped to extend activities to North America and, in preparation for a proposed mission to that continent, a colour film of the 1963 Fair was being shown in many industrial centres in the United States.

Complaints and criticisms from overseas buyers and importers had been passed back to manufacturers and thus the organizers had been able to stimulate and encourage better designs, better deliveries and, even more important, a greater degree of export consciousness – all with dramatic effect on export business. In addition, and with the help of the Board of Trade many British exporters had been encouraged to take part in overseas trade fairs.

Mr. du Cann, on behalf of H.M. Government welcomed the buyers from overseas countries. He also welcomed the overseas exhibitors coming from the Commonwealth, Europe, Australia and from North America. 30,000 buyers from Britain and overseas were expected to visit the fair. He liked to see British exhibitors and British manufacturers showing alongside our competitors. We had no reason to fear competition for it was through competition that standards were raised and the best made available for the buying public.

In a tribute to the work of the organizers, Mr. du Cann commented on the fact that when the Fair started shortly after the war, there were just 17 exhibitors. Today there were 1,100 and a waiting list – a remarkable tribute to Mr. Simons and his colleagues. He added that over the last six years exports of the British gifts industry had doubled from £60 millions in 1957 to a provisional figure of £120 millions in 1963. This was perhaps the finest achievement of all. It was sometimes said that only large firms could export, but every firm had a part to play, small and large alike. It was only the large firms who could succeed. All the small firms of this industry, taken together, were, at this moment, just as important to the national economy in the export field as the aircraft industry.

Today the talk was all of economic growth at home, but growth depended on success in trading. The target set by the NEDC was dependent on an increase in exports. Without a rise in exports of 5 per cent a year all our hopes and dreams would remain unfulfilled. He went on to challenge the industry to achieve an export target of £150 millions in the next three years. If the target could be reached before three years, so much the better.

Finally, Mr. du Cann, referred to the Board of Trade and ECGD Stands at the Fair. Last year out of total exports worth £4,080 millions, one quarter was insured by ECGD. The Export Services of the Board of Trade were available to all manufacturers, exhibitors and overseas buyers and he hoped that any who felt that the Board of Trade could assist would use these services.

Shortly after the opening, inquirers began to arrive at the Board of Trade stand, including a Swiss buyer seeking to buy all kinds of fancy goods, and representatives from Belgium and Finland. An early visitor was the Minister who called at the Board of Trade and ECGD stands during his tour of the Fair.

Vienna autumn trade fair

FIRMS INTERESTED in showing in the British Section at the Vienna Autumn Trade Fair which takes place from September 13-20 should without delay contact Mr. P. Bailey of the Board of Trade, Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1. (Telephone: Trafalgar 8855, Ext. 2772 or 2049). Because of a substantial measure of assistance from the Board of Trade, space and shell stands are available at exceptionally favourable rates. Inquiries received up to now by the Board of Trade indicate that the whole of the planned area of the British Section will be taken up, but an extension of the area has been applied for, so that it may still be possible to accommodate a few more exhibitors in the British Section.

Mr. Edward Heath (left), Secretary of State for Industry, Trade and Regional Development, looking at unit furniture at the Furniture Exhibition, Earls Court, London, which he opened on January 27.

The 1964 Furniture Show

The 1964 Furniture Show was opened by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development at Earls Court, London, on January 27. (See *Board of Trade Journal*, January 31, page 193.) The show closes tomorrow (February 8). Now in its fifteenth year, the Furniture Show displayed the products of over 250 leading furniture manufacturers occupying over 250,000 square feet of space. Divided into two sections– trade and public – the show offered visitors an opportunity of inspecting the latest products of British craftsmanship, design-sense and technical 'know-how' in the field of furnishing and bedding.

Colour scheme of the 1964 show put the accent on spring with various shades of green predominating throughout. Eye-catching main feature was a massive mobile-type abstract centred on the display of prize-winning entries in the 'Daily Mirror' Second International Furniture Design Competition. Composed of inter-connected green and blue crystalline forms, this surmounted a hexagonal base surrounded by raised viewing platforms from which visitors were able to look out over the whole exhibition. Effect was lent by subtle spotlighting, the whole display providing a symbol of industrial initiative and enterprise.

Brussels building exhibition

The Board of Trade is collaborating with the National Council of Building Material Producers to exhibit at the Fifth Salon International du Batiments et des Arts Decoratifs which opened in Brussels on February 1 and lasts until February 9.

Thirteen British manufacturers are participating in the joint venture display stand showing a wide variety of building materials from

vinyl products and steel scaffolding to fireclay ware and compression joints—occupying 400 square metres including a lounge and information stand to be manned by the Building Exhibition, on behalf of the National Council of Building Material Producers. Other firms are represented on the stands of their agents.

Mr. Edward du Cann, Minister of State, Board of Trade, was expected to visit Brussels on February 6 and 7, and to attend a banquet given by the Brussels Chamber of Commerce.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
United Kingdom	*This Issue*	*May 1*
Outside Europe	*Jan. 3*	*April 3*
Europe	*Dec. 13*	*Mar. 6*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and Outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates fair which is held annually at approximately the time stated.*

† indicates fair which is held in alternate years at approximately the time stated.

Additions to classified lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on January 3, and December 13 respectively.

OUTSIDE EUROPE

Addition

LOS ANGELES: HIGH FIDELITY MUSIC SHOW – March 10-15, 1964.

* At Ambassador Hotel. Apply, Institute of High Fidelity, 516 Fifth Avenue, New York 36, N.Y.

EUROPE

Additions

GOTHENBURG: SWEDISH TRADE FAIR (SVENSKA MASSAN) – May 7-15, 1965.

* Apply, John E. Buck and Company, 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

STOCKHOLM: ST. ERIK'S FAIR – September 2-13, 1964.

* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Sacramento International Textile Exposition

The annual International Textile Exposition held in the permanent exhibition buildings of the California State Fair at Sacramento will take place in March this year, two months earlier than last year. Information about the Exposition and entry forms can be obtained from the Export Publicity and Fairs Branch, Board of Trade, Room 3106, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 7685).

Cotton Board on 'Exporting to Europe'

A one-day seminar on 'Exporting to Europe' is to be held at the Cotton Board Colour Design and Style Centre, Manchester on February 21. This follows a series of seven export missions to Western Europe organized by the Cotton Board in the past two years.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade Statistics and Market Intelligence Library at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.

The library opens from 9 to 5.30, Mondays to Fridays. Tel. City 5757, Ext. 368, or Telex No. 25977.

Norway's Newspapers lead you to Norway's Buyers!

9

THE POWERS NORWEGIAN NEWSPAPER GROUP

Newspapers are Norway's primary advertising media for most types of products. The Powers Norwegian Newspaper Group consists of nine of the most important newspapers, covering 70% of the homes in the cities where they are published and well over 40% of all Norwegian households.

These newspapers are ready and willing to give you all possible help in the form of market information and advice.

Contact our London office, where you will meet several people who have lived in Norway for long periods and who visit the country regularly—people who have been specializing in British-Norwegian trade for many years. And when you come to Norway, call in and visit any of our member-newspapers.

Aftenposten — Bergens Tidende — Adresseavisen — Stavanger Aftenblad — Drammens Tidende—Fædrelandsvennen—Lofotposten—Sunnmorsposten—Varden

Write for the brochure "Your Basic Schedule for Norway" to:—

JOSHUA B. POWERS LTD.

27, COCKSPUR STREET, LONDON, S.W.1. Tel: WHItehall 6322.

Trade Fairs and Exhibitions in the United Kingdom

1964—General

MANCHESTER: 'EVENING CHRONICLE' BRIGHTER HOMES EXHIBITION – March 3-21.
* At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3. (Tel. Deansgate 6363).

LONDON: 'DAILY MAIL' IDEAL HOME EXHIBITION – March 3-30.
* At Olympia. Apply, Associated Newspapers Ltd., Carmelite House, London, E.C.4. (Tel. Fleet Street 6000).

GLASGOW: ENTERPRISE SCOTLAND '64 – September 3-19.
At Kelvin Hall. Apply, Scottish Industries' Exhibition 1964, Exhibition Offices 2 Woodside Terrace, Glasgow, C.3. (Tel. Douglas 7566).

BRIGHTON: 18TH SUSSEX INDUSTRIES EXHIBITION AND TRADE FAIR – September 7-12.
* At the Corn Exchange. Apply, Mrs. N. Potter, M.B.E., Federation of Sussex Industries, Seven Dials Corner, Brighton 1, Sussex.

BLACKPOOL: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 24-26.
* At the Norbreck Hydro. Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 1851).

1964—Specialized

Advertising

LONDON: INTERNATIONAL ADVERTISING EXHIBITION – May 4-9.
† At Olympia. Apply, A. Barker Esq, Adex Ltd., 9-10 Old Bailey, London, E.C.4. (Tel. Central 4040).

Agriculture, Dairy Industry and Fishing

GLASGOW: SCOTTISH DAIRY SHOW AND NATIONAL STALLION SHOW – February 11-15.
* At Kelvin Hall. Apply, Stewart Gilmour, Esq., C. A. Secretary, 82 Gordon Street, Glasgow, C.1.

BELFAST: 97TH ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 27-30.
* At Balmoral Showgrounds. Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast 9. (Tel. Belfast 665225).

SWINDON: BATH AND WEST AGRICULTURAL SHOW – June 3-6.
* Apply, The Secretary, Bath and West and Southern Counties Society, 3 Pierrepoint Street, Bath.

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 16-18.
* Apply, The Secretary, Three Counties Agricultural Society, Malvern, Worcestershire. (Tel. Malvern 2231).

NORWICH: ROYAL NORFOLK SHOW – July 1-2.
* At Royal Norfolk Showground. Apply, H. E. Jeffery, Esq., Royal Norfolk Agricultural Association, Diss, Norfolk.

STONELEIGH ABBEY (KENILWORTH): ROYAL SHOW – July 7-10.
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Belgravia 5323).

HARROGATE: THE GREAT YORKSHIRE SHOW – July 14-16.
* At Permanent Showground Site. Apply, F. M. Baldwin Esq., M.B.E., B.Sc., Yorkshire Agricultural Society Cliftonfield, Shipton Road, York.

BUILTH WELLS: NATIONAL AGRICULTURAL SHOW – July 21-23.
* Apply, J. A. George Esq., Royal Welsh Agricultural Society, Queen's Road, Aberystwyth.

LONDON: 78TH ROYAL DAIRY SHOW – October 27-30.
* At Olympia. Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903/4).

LONDON: THE ROYAL SMITHFIELD SHOW – December 7-11.
* At Earls Court. Apply, A. A. Goode, Esq., Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 9-11.
* At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Antiques

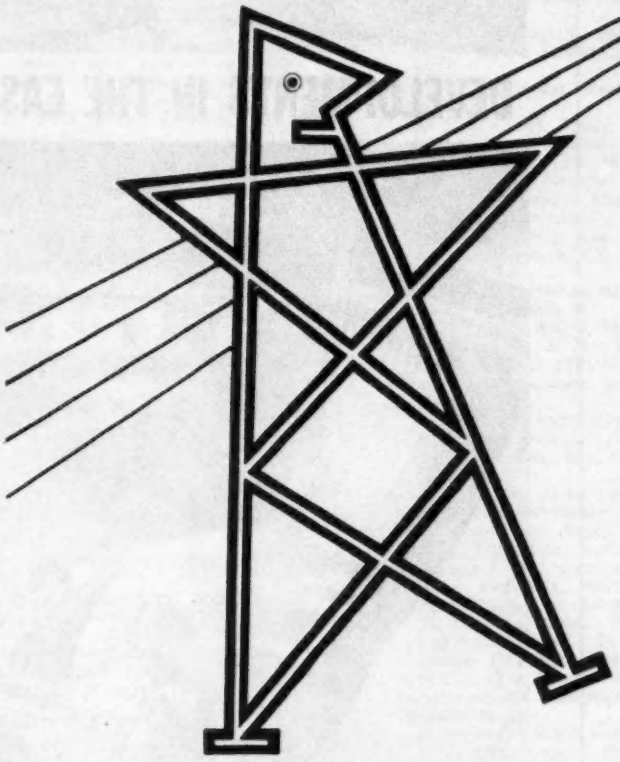
LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 10-25.
* At Grosvenor House, Park Lane, W.1. Apply, Captain C. S. Platts A.C.I.S. Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

HARROGATE: 14TH NORTHERN ANTIQUE DEALERS' FAIR – September 3-10.
* At Royal Hall. Apply, Northern Antique Dealers' Fair Ltd., 408, Leeds Road, Bradford 3.

THE INTERNATIONAL
HOUSEHOLD GOODS & HARDWARE FAIR
★ COLOGNE ★
Thursday, 20th February – Sunday, 23rd February, 1964 (inclusive)
★ THE HARDWARE WORLD AT YOUR FEET ★
Cologne offers the most important International Market for your trade and a visit to this Fair is essential for all who wish to keep abreast of the latest developments
The Fair held in February, 1963 was attended by almost 1,900 exhibitors from 19 countries and 55,700 trade buyers from 53 countries
Information, passes (at the reduced U.K. rate of 10s. 6d. each) from:
DU MONT PUBLICITY CO. LTD., 18, Queensberry Place, London, S.W.7 Tel. KEN 1700

YOUR LONDON DATE

1964



TWELFTH

Electrical Engineers Exhibition

Earls Court

London

18-25 March

£5,000,000 goods exhibited
500,000 square feet
639 exhibitors
14 countries exhibiting

FOR THE FIRST TIME
EXHIBITORS FROM OVERSEAS

AUSTRIA · BELGIUM · DENMARK · EIRE · FRANCE · GERMANY · HUNGARY · JAPAN
NORWAY · SWEDEN · SWITZERLAND · UNITED STATES OF AMERICA · YUGOSLAVIA

80,000 visitors from 97 countries came in 1962

ELECTRICAL ENGINEERS A.S.E.E. EXHIBITION, MUSEUM HOUSE, MUSEUM STREET, LONDON, W.C.1

CARPEX 64

International Carpet, Linoleum and Floor Coverings Fair

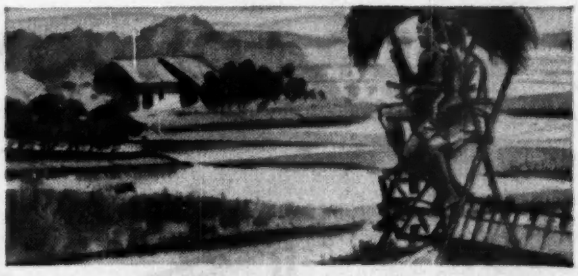
* Many thousands of buyers from all parts of the world will be gathering at Earls Court, London on February 24th for the International Carpet, Linoleum and Floor Coverings Fair . . . CARPEX.
* The most striking designs . . . newest ranges . . . latest trends . . . all get their first showing . . . at CARPEX.
* Axminsters or Wiltons, tufted or rubber-backed carpets, rugs or mats, rubber or plastic floor coverings, you'll find every variety of style, quality and colour . . . at CARPEX.
* British and overseas products can be seen alongside each other . . . at CARPEX.
* Special provisions for overseas visitors include full interpreter and information services, a special hotel reservation service, lounges, and full telephone, telegraphic, postal and banking facilities . . . at CARPEX.
* The most attractive, most varied, most comprehensive display of floor coverings assembled . . . *that's* CARPEX!

Earls Court, London 24·28 Feb. 1964

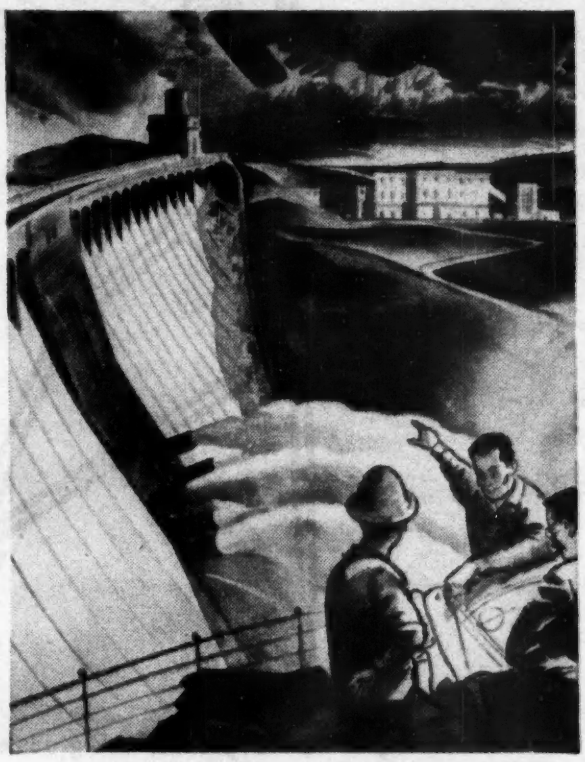
Sponsored by:
The Federation of British Carpet Manufacturers
The Linoleum Manufacturers' Association
The Tufted Carpet Manufacturers' Association

Further information and complimentary tickets from the organisers:
Industrial & Trade Fairs Limited,
Commonwealth House, 1-19 New Oxford Street, London W.C.1.

Telephone: CHAncery 9011



DEVELOPMENTS IN THE EAST



With the improving living standards in the East comes the prospect of trade expansion and of increasing opportunities for profitable marketing. The world-wide facilities of three great banking organizations, merged into a single comprehensive service, are at your disposal with up-to-date information and expert advice on all aspects of finance and trade in these areas.

THE HONGKONG AND SHANGHAI BANKING CORPORATION
HEAD OFFICE: Hong Kong
LONDON OFFICE: 9 Gracechurch Street, EC3

MERCANTILE BANK LIMITED
HEAD OFFICE: 15 Gracechurch Street, London EC3
WEST END BRANCH: 123 Pall Mall, London SW1

THE BRITISH BANK OF THE MIDDLE EAST
HEAD OFFICE: 7 King William Street, London EC4

Aviation

FARNBOROUGH: 24TH FLYING DISPLAY AND EXHIBITION – September 7-13.
At Royal Aircraft Establishment. Apply, The Society of British Aircraft Constructors, 29 King Street, London, S.W.1. (Tel. (Trafalgar 3231).

Boats

BIRMINGHAM: BOAT AND HOLIDAY SHOW – February 26-March 7.
* At Bingley Hall. Apply, Birmingham Boats Ltd., 167 Garrison Lane, Small Heath, Birmingham 9 (Tel. Victoria (Birmingham) 3539).

Books

LONDON: WORLD BOOK FAIR – June 10-20.
At Earls Court. Apply, Industrial Presentation Ltd., The Tower, 229-243 Shepherd's Bush Road, London, W.6. (Tel. Riverside 3071).

Building and Public Works

LONDON: INDUSTRIALISED BUILDING SYSTEMS AND COMPONENTS EXHIBITION (IBSAC 1964) – June 23-July 4.
At Crystal Palace, S.E.19. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

MANCHESTER: BUILDING TRADES EXHIBITION – October 6-17.
† At the City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES' EXHIBITION AND CONGRESS – November 16-21.
† Apply, Municipal Agency Ltd., 3-4 Clements Inn, London, W.C.2. (Tel. Holborn 6817-6819).

Chemicals

LONDON: SIXTEENTH TECHNICAL EXHIBITION – March 16-19.
* At Royal Horticultural Society's Old and New Halls, London S.W.1. Apply, Mr. R. H. Hamblin, General Secretary, Oil and Colour Chemists' Association, Wax Chandlers Hall, Gresham Street, London, E.C.2. (Tel. Monarch 1439).

Confectionery

LONDON: INTERNATIONAL CONFECTIONERY AND ALLIED TRADES EXHIBITION – May 25-29.
* At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Display

LONDON: INTERNATIONAL DISPLAY MARKET WEEK 1964 – February 24-27.
* At St. Ermin's Hotel, Caxton Street, S.W.1. Apply, National Display Equipment Association, 2 Caxton Street, S.W.1. (Tel. Abbey 4813/4).

Electrical, Including Electronics

LONDON: 12TH ELECTRICAL ENGINEER'S EXHIBITION – March 18-25.
† At Earls Court. Apply, Electrical Engineers (A.S.E.E.) Exhibition Ltd., 6 Museum House, 25 Museum Street, London, W.C.1. (Tel. Museum 3450).

LONDON: THE INTERNATIONAL AUDIO FESTIVAL AND FAIR – April 2-5.
* At Hotel Russell. W.1. Apply, C. Rex Hassan and Associates, 42 Manchester Street, London, W.1. (Tel. Hunter 2080).

LONDON: INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 25-30.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

Engineering, Machinery, Machine Tools

LONDON: 3RD INTERNATIONAL PIPES, PIPELINES, PUMPS AND VALVES EXHIBITION AND CONVENTION – April 13-17.
† At Earls Court. Apply, H. J. Conroy, Esq., Scientific Surveys Limited, 97 Old Brompton Road, London, S.W.7. (Tel. Knightsbridge 9368).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION AND CONFERENCE – April 13-17.
At Olympia. Apply, Commercial Exhibitions Ltd., The Tower, 229-243 Shepherds Bush Road, Hammersmith, London, W.6. (Tel. Riverside 3071).

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION (HEVAC) – April 15-24.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15.
† At Earls Court. Apply, 'Mechanical Handling', Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: 3RD INTERNATIONAL INDUSTRIAL FINISHES EXHIBITION – May 25-30.
* At Earls Court. Apply, H. J. Conroy, Esq., Scientific Surveys Ltd., 97 Old Brompton Road, London, S.W.7. (Tel. Knightsbridge 9360).

LONDON: INTERNATIONAL MACHINE TOOL EXHIBITION – June 25-July 9.
At Olympia. Apply, Machine Tool Trades Association, 25-28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

LONDON: INTERNATIONAL REFRIGERATION FAIR – September 7-11.
† At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

MANCHESTER: HEATING, VENTILATING AND FUEL EFFICIENCY EXHIBITION – September 8-17.
† At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: BREWING, BOTTLING AND ALLIED TRADES EXHIBITION – October 5-9.
At Olympia. Apply, The Trades' Markets and Exhibitions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: 17TH ENGINEERING EXHIBITION – October 20-22.
* At Royal Horticultural Society's New Hall, S.W.1. Apply, Engineering Industries Association, 9 Seymour Street, London, W.1. (Tel. Welbeck 2241).

Factory Equipment

MANCHESTER: INTERNATIONAL FACTORY EQUIPMENT EXHIBITION – September 28-October 3.
* At Belle Vue. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Floor Coverings

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR – February 24-28.
* At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Foodstuffs, Hotel, Catering

LONDON: FIFTH DELICATESSEN EXHIBITION – March 2-6.
* At Royal Horticultural Society's Old and New Halls. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – April 7-18.
* At Kelvin Hall. Apply, Scottish Trades Markets & Exhibitions Ltd., City Hall, Deansgate, Manchester, 3. (Tel. Deansgate 6363).

LONDON: THE LICENSED VICTUALLERS' TRADE FAIR – April 13-17.
* At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

MANCHESTER: NORTH'S FOOD FAIR – 31ST GROCERS' EXHIBITION – April 21-May 2.
† At Belle Vue. Apply, Grocers and Allied Trade Exhibition, 391-393 Corn Exchange, Manchester, 4.

LONDON: SHOPSHOW – May 11-14.
* At Olympia. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: BRITAIN'S FOOD FAIR – September 1-16.
† At Olympia. Apply, J. Awdrey, Esq., The Food Manufacturers' Federation Inc., 10 Mount Row, London, W.1. (Tel. Hyde Park 2933/5).

BLACKPOOL: NORTHERN CLUB TRADE FAIR – October 20-24.
† At Winter Gardens. Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

Furniture

LONDON: THE FURNITURE EXHIBITION – January 27-February 8.
* At Earls Court. Apply, B.F.M. Exhibitions Ltd., 17 Berners Street, London, W.1. (Tel. Langham 5115).

Gifts, Fancy Goods, Toys

BRIGHTON: 11TH BRITISH TOY FAIR – February 9-13.
* Apply, J. A. Glanfield Esq., British Toy Fair (International) Ltd., 94 Hatton Garden, London, E.C.1. (Tel. Chancery 9158).

Handicrafts, Hobbies

LONDON: 12TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 11-26.
* At Olympia. Apply, A. J. Kreps Esq., Link House Publications Ltd., Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

MANCHESTER: "MANCHESTER EVENING NEWS AND CHRONICLE" DO-IT-YOURSELF AND HOBBIES EXHIBITION – November 10-21.
* At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organisers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicise such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal. *(Today's issue).*

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Homes, Household and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – April 27-May 1.
- At Olympia. Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2.

Hospital and Medical

LONDON: THE BRITISH DENTAL TRADE EXHIBITION 1964 – October 26-30.
At Alexandra Palace, N.22. Apply, The Association of British Dental Traders, 14 Clifford Street, London, W.1. (Tel: Hyde Park 0844).

Leather, Leather Goods and Footwear

LONDON: THE LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – February 10-14.
- At the Mount Royal Hotel, W.1. Apply, The Secretary, The Leathergoods, Luggage and Handbag Fair, 23/5 Eastcastle Street, London, W.1. (Tel. Museum 7524).

HARROGATE: 'AUTUMN SHOES' EXHIBITION – April 13-16.
- Apply, British Footwear Manufacturers' Federation, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

LONDON: SECOND INTERNATIONAL LEATHER FAIR – May 29-June 3.
- At Alexandra Palace, N.22. Apply, L. W. Redhead, Esq., Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel. Monarch 0666).

LONDON: FOOTWEAR COMPONENTS EXHIBITION – June 1-3.
- At Washington Hotel, Curzon Street, W.1. Apply, Mr. R. G. Bowey, 6 Pembroke House, Upperton Road, Eastbourne, Sussex.

LONDON: "FASHION IN FOOTWEAR" EXHIBITION – October 4-8.
- At the Washington Hotel, Curzon Street, W.1. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: 'SPRING SHOES' EXHIBITION – October 5-8.
- At Mount Royal Hotel W.1. Apply, British Footwear Manufacturers' Association, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

Office Equipment and Business Efficiency

MANCHESTER: BUSINESS EFFICIENCY EXHIBITION – April 20-25.
- At City Hall. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 6-14.
- At Olympia. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

Packaging

LONDON: FOOD PACKAGING & PROCESSING EXHIBITION – Foodpak '64. October 13-16.
† At Alexandra Palace, N.22. Apply, BPS Exhibitions Ltd., 6 London Street, W.2. (Tel. Paddington 6672).

Philately

LONDON: STAMPEX 1964, NATIONAL STAMP EXHIBITION – March 13-21.
- Apply, The Philatelic Traders' Society Limited, 2 Clement's Inn, London, W.C.2. (Tel. Chancery 3764).

Photography

NEWCASTLE-UPON-TYNE: INTERNATIONAL EXHIBITION OF PHOTOGRAPHY – October 10-31.
† Apply, W. Warburton Pope, Esq., A.R.P.S., 9 Kimberley Gardens, Newcastle-upon-Tyne, 2.

Production

LONDON: RESEARCH-DEVELOPMENT-PRODUCTION EXHIBITION – May 4-9.
† At Olympia. Apply, Andry Montgomery Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Radio and Television

LONDON: NATIONAL RADIO AND TELEVISION EXHIBITION – August 26-September 5.
- At Earls Court. Apply, Radio Industry Exhibitions Ltd., 59 Russell Square, London, W.C.1. (Tel. Museum 6901).

Sports, Camping

LONDON: 7TH BRITISH SPORTS TRADE FAIR – November 16-19.
- At Mount Royal Hotel, London, W.1. Apply, A. H. Spink, Esq., Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W.1. (Tel. Gerrard 7281).

Stationery

LONDON: 10TH STATIONERY TRADE FAIR – March 9-13.
- At Alexandra Palace, N.22. Apply, The Stationers' Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel. Langham 9256/7).

Textiles, Clothing and Accessories

BRIGHTON: SMALLWARES TRADE FAIR – February 24-27.
- At Metropole Hotel. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, Fleet Street, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – February 24-28.
- At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – April 10-15.
† At Olympia. Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: MAKERS-UP FABRIC ASSEMBLY – April 27-May 1.
- At Mount Royal Hotel, W.1. Apply, U.T.P. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: JUNIOR FASHION FAIR – April 27-30.
- At New Horticultural Hall, Vincent Square, S.W.1. Apply, National Children's Wear Association, 40/42, Oxford Street, London, W.1. (Tel. Museum 1833/4).

HARROGATE: N.A.O. CONVENTION AND EXHIBITION (MEN'S AND BOYS' WEAR EXHIBITION) – September 29-October 1.
- At the Exhibition Hall. Apply, National Association of Outfitters, 21 Cavendish Place, Cavendish Square, London, W.1. (Tel. Langham 2981).

Transport

LONDON: 22ND INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 25-October 3.
† At Earls Court. Apply Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 21-31.
- At Earls Court. Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL CYCLE & MOTOR CYCLE SHOW – November 14-21.
† At Earls Court. Apply, British Cycle & Motor Cycle Industries Association, Starley House, Eaton Road, Coventry. (Tel. Coventry 27427-8-9).

Watch and Jewellery

HARROGATE: NORTHERN WATCH AND JEWELLERY TRADE FAIR – August 31-September 3.
At Exhibition Hall. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Miscellaneous

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 10-12.
- At Olympia. Apply, 'Cage and Aviary Birds' Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

1965—Specialized

Building

LONDON: THE INTERNATIONAL BUILDING EXHIBITION – November 17-December 1.
† At Olympia. Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Engineering, Machinery, Machine Tools

LONDON: LONDON INTERNATIONAL ENGINEERING EXHIBITION – April 21-30.
† At Earls Court and Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: MINING MACHINERY EXHIBITION – July 8-17.
At Olympia. Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London, W.C.2. (Tel. Holborn 2371-2).

Hospital and Medical

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT & MEDICAL SERVICES EXHIBITION – May 31-June 4.
† Apply, Contemporary Exhibitions Ltd., Walmer House, 288, Regent Street, London, W.1. (Tel. Museum 5153/5).

Photography

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 13-19.
† At Olympia. Apply, British Organizers Ltd., 52 Grafton Way, London, W.1. (Tel. Euston 7930).

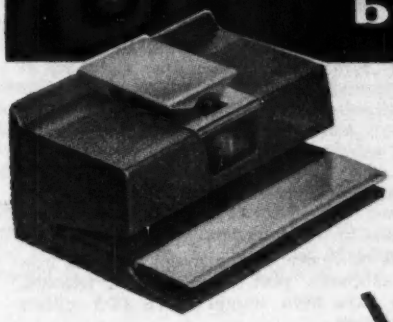
Plastics

LONDON: INTERNATIONAL PLASTICS EXHIBITION AND CONVENTION – (INTERPLAS) June 16-26.
† At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

TRADE FAIRS GUIDE

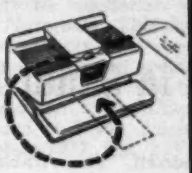
A new edition – the fifth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fair overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1, Tel. Trafalgar 8855, Ext. 2631 (Ref. G.D. 1232/63).

Aids to OFFICE EFFICIENCY by M·Y·E·R·S

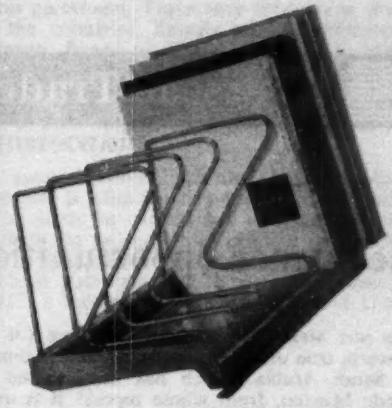


400 MAILER

Solves a "sticky problem" and takes the "messiness" out of envelope sealing. *Moistens and seals* efficiently and cleanly — fingers never need touch water or gum! Takes envelopes of most sizes up to ¼" thick. A quality product, made to last a life-time.

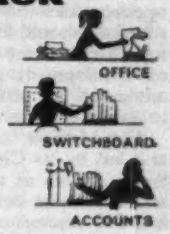


Retails at 87/6d each (including P.T.)



77 BOOKRACK

A strong and attractive desk rack for larger reference books. Inclined base and side walls support books ideally at the correct angle for viewing titles. Five dividers — shaped to facilitate easy removal of books — may be used in any of seven locations. Non-scratch base. Silver-grey and chrome finish.



Retails at 38/6d each (including P.T.)

500 COPYHOLDER

Brilliantly versatile. Perfect for shorthand notebooks and large copysheets up to approximately 16" wide x 13" — note the foldaway extension arms and swivel security clip. Folds flat and adjusts to ensure correct "personal" viewing angle. Non-scratch base. High-grade, two-tone grey and chrome finish.

Retails at 24/6d each (including P T.)

Made in England by
M MYERS & SON LTD OLDBURY · BIRMINGHAM
Telephone: BROadwell 1302-5. London Office: 179 Old Street, E.C.1. Telephone: CLErkenwell 9282

From your usual supplier or write for further details
No. 400 Mailer: leaflet OR-12-ES1
No. 500 Copyholder: leaflet OR-16-CH1
No. 77 Bookrack: leaflet OR-13-BR2

Did You Know

?

THAT THERE IS A REGULAR SHIPPING SERVICE BETWEEN

GREAT YARMOUTH

AND THE

CONTINENT

(via NORFOLK LINE)

✦

If you are interested—please contact

SUPERIOR INTERNATIONAL LTD.,
(SHIPPING DIVISION)
SOUTHGATES ROAD,
GREAT YARMOUTH

TELEPHONE GT. YARMOUTH 4971 TELEX 1736

Overseas Trade and Exports

New trade opportunities in Saudi Arabia

'DO NOT MERELY LISTEN: go and see for yourself.' This Arabic proverb, true of any overseas market, is especially valid in the case of Saudi Arabia, which has been visited recently by a British Trade Mission, from whose report* it is quoted. But before their own visit, businessmen seeking to take advantage of the many opportunities now being provided by Saudi Arabia's growing revenues should first study the Report, just published by the Council for Middle East Trade, for it contains a comprehensive account of development plans and prospects, together with much useful advice on the penetration of a market hitherto insufficiently known to many exporters.

The Mission, organized by the Council for Middle East Trade and led by its Chairman, the Earl of Inchcape, spent nine days in Saudi Arabia as guests of the Government, visiting Jedda, Riyadh and Dammam between December 3 and 11. During this time, they had full discussions with the Prime Minister, H.R.H. Prince Faisal, and with other Ministers concerned with trade and development, as well as with business leaders in each city. They were also received in audience by H.M. King Saud.

Message from Secretary of State

At a press conference in London on January 30 to announce the publication of the report, Lord Inchcape read out the following message from Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development and President of the Board of Trade:

'I welcome very much the initiative of Lord Inchcape and the Council for Middle East Trade in taking a trade mission to Saudi Arabia at such an opportune time. I was very glad to hear that the members were made State guests, were received in audience by the King and had the opportunity to meet Prince Faisal, the Prime Minister, and other ministers and notables.

'It is encouraging to know that the Mission proved to be such a success. Their report is full of valuable information about opportunities for increasing our trade with Saudi Arabia and I hope that its publication will lead more British firms to visit the country and take an increasing interest in this very promising market.'

The Mission were impressed by the sound financial position of the Government, with ample foreign exchange reserves (£173 million) and the prospect of the income from oil steadily increasing at a rate from five per cent to ten per cent annually. Royalty and income tax payments by the oil companies are likely to have amounted to about £160 million in 1963, with another £25 million being injected into the economy through the companies' local purchases.

The Budget, balanced at £215 million for 1963/64, provides for considerable expenditure on capital projects including the provision and improvement of social services, such as schools and hospitals. It is supplemented, moreover, by a separate Economic Development Fund, from which £44 million was to be invested in 1963 on communications, including roads, telecommunications and airports, and the development of water resources and certain municipal works.

In addition, the General Petroleum and Minerals Organization is responsible for the development of the petrol and petro-chemical industries, whilst the Ministry of Commerce is concerned with the establishment of light industries. Action in all these fields is co-ordinated by a Supreme Planning Board under the Prime Minister.

*Report of the British Trade Mission to Saudi Arabia, Council for Middle East Trade, 33 Bury Street, St. James', S.W.1. 7s. 6d.

The Report contains details of many of the major projects now under consideration, such as roads, port developments, telecommunications, where tenders have been sought for a £8·5 million contract, and airport construction.

The prospects for British participation in the development of industry in Saudi Arabia received the special attention of the Mission. In the public sector, proposals for the establishment of a steel rolling mill, a refinery, a petro-chemical complex, and other mineral-based industries appeared to offer scope for British consultants and manufacturers of capital equipment. Offers of package deals, technicians and possible partnership arrangements would also be attractive in the private sector, where much expansion is to be expected as a result of the rapid rise in standards of living and monetary circulation, which increased from £50 million in 1960 to £80 million in 1963.

Government encourages foreign capital

The Mission were repeatedly assured that the Government is eager to encourage foreign capital and foreign technical skill, and consider that British firms should lose no time in bringing their services and interests to the notice of the Saudi Arabian Government. In the field of trade, the Mission noted that, although we have retained second position in the market, Saudi Arabia imports rose from £45 million in 1959 to £68 million in 1962, whereas our exports in the same period rose only from £6 million to £8·7 million. The absence of exchange control or quota restrictions, together with increasing demand for wider ranges of consumer goods, offers good prospects to those manufacturers and merchants who are prepared to study the market carefully and make appropriate plans for its particular needs.

The Mission emphasize particularly the need to appoint separate Saudi agents to deal with the Western and Eastern Provinces, and to give them proper support and encouragement by regular visits from senior and authoritative representatives. The market is highly competitive, and Saudi businessmen are influenced alike by price, quality, delivery and service, but with imaginative salesmanship and good follow-up action, it can also be rewarding.

In conclusion, the Mission noted the degree and extent of the friendliness with which they were greeted throughout Saudi Arabia. They believe that the resumption of diplomatic relations, suspended between 1956 and early 1963, has been genuinely welcomed by the merchant community and that, given enterprise determination and patience on the part of British industrialists and merchants, we can look forward to a significant expansion in trade.

An appendix to the report shows the following items in the Saudi Development Plans:

Item.	Remarks.
PORTS AND HARBOURS.	
1. Dry dock at Jedda.	Projected.
2. New ports at Qatif and Jubail.	Projected.
3. Port extension work at Jizan and Yanbo.	In progress for ships up to 18 ft. draught.
EDUCATION.	
2. 62 girls' schools.	Projected.
3. 100 boys' schools.	Projected.
HEALTH.	
1. 45 new 20-bed hospitals.	Projected.
2. 45 mobile dispensaries.	Projected.
3. 1,000 extra beds for existing hospitals.	Projected.
4. Four floating health units for coastal areas.	Projected.

Trade with the Near and Middle East

THE BIRMINGHAM Chamber of Commerce Near and Middle East Section Annual Report for 1963 published January 30 points out the trend towards broader economic development in the Near and Middle East and reviews developments in a number of countries.

It states that in spite of the political uncertainty which prevails in several Middle East countries, there are growing opportunities for the sale of British goods and equipment.

In the larger countries, such as Egypt, Turkey and Sudan, opportunities are largely tied to the requirements of the national development plans, with the emphasis on construction and capital goods and equipment. Among smaller states, like the Arabian Gulf States transformed by oil discoveries, purchases from overseas are increasing rapidly.

As new opportunities arise and the volume of trade in the Middle East expands, Britain's share of this trade is falling. The Report points out the importance of more British trade missions and visits by businessmen to the Near and Middle East to discover the full extent of the opportunities which do exist.

TRADE AND FINANCIAL ARRANGEMENTS

Greece and Poland

TRADE AND PAYMENTS agreements between Greece and Poland covering the period October 1, 1963, to September 30, 1966, were signed in Athens on September 30, 1963.

The trade agreement foreshadows exchanges of goods as follows:

	$ US.'000		
	1963/64	1964/65	1965/66
Greek exports . .	13,000	13,500	14,000
Polish exports . .	14,000	14,500	15,000

Detailed lists of commodities for which import allocations will be made will be drawn up annually by a mixed commission. The commodity lists for the first year include, as Greek exports to Poland, tobacco (2,500 tons), cotton (6,000 tons), pyrites (10,000 tons), iron ore (30,000 tons), fresh fruits ($1,500,000), while Polish exports to Greece include machinery ($4,000,000), coal (50,000 tons) and sugar (10,000 tons).

Copies of the agreement and quota lists (in French) may be seen on application to the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.3. (Tel.: City 5757, Ext. 449).

France and Albania

IT WAS REPORTED in the French Moniteur Official du Commerce International of December 21, 1963 that a trade agreement between France and Albania was signed in Tirana on December 14 for the exchange of goods for the Calendar year commencing January 1, 1964.

The list of goods to be exchanged includes quotas for French exports to Albania of edible and industrial oils and fats, chemical and pharmaceutical products, leather, hides and skins, various types of paper and paper board, man-made fibre, fabrics, steel wire cable, electrical equipment and automobiles.

In return Albania will export to France tobacco leaf, chrome and nickel ore, bitumen, raw hides and skins, raw cotton and wool not carded or combed.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, London, S.W.1 (Tel. Abbey 7877, Ext. 2258) quoting reference CRE 6840/G.

Morocco and Mali

THE *Board of Trade Journal* of November 15, 1963, published a note about the renewal of the protocol to the existing trade agreement between Morocco and Mali (page 1103).

The Moroccan *Bulletin Officiel* of January 3, 1964, has published details of a new protocol which sets out new lists of goods to be exchanged under this agreement. These vary from those previously agreed between the countries. Details may be obtained from Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

India and Czechoslovakia

A TRADE AGREEMENT was signed between India and Czechoslovakia in November. This Agreement is valid for five years and all trade between the two countries is to be carried out in unconvertible rupees. A list of goods which the two countries propose to send to one another is attached to the Agreement and is available for inspection at the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2277).

India and Iraq

A TRADE AGREEMENT between India and Iraq was signed in December at Delhi. This Agreement is valid for a period of two years and is to be extended by mutual agreement for a further period of one year. The two countries agree to promote trade between them in every way possible. Attached to the Agreement are two schedules showing a list of goods which the countries intend to send to one another, this list can be seen at the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2277).

Air parcel services to Roumania

THE General Post Office have announced that parcels may now be sent by air to Roumania. The air parcel postage rate is 8s. 6d. for the first pound and then 3s. 6d. per pound. The same general conditions as for parcels sent by surface route apply.

Full details may be obtained at any post office.

DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

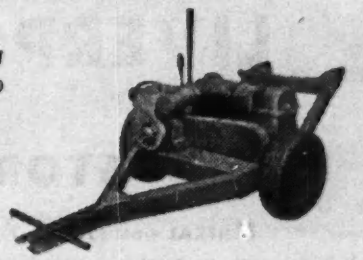
FOR HOISTING, HAULING LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE 'DARLINGTON' PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H.28, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Telephone: CITy 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Circuit Breaker and Current Transformers for Cairns Regional Electricity Board. (Further Information.) E.S.B. 40714/63.*

Construction of Dam for Snowy Mountains Hydro-Electric Authority. (Prequalification Information.) February 17. E.S.B. 3061/64.

Magnetic Crack Detector for Western Australian Government Tender Board. February 20. E.S.B. 3009/64.*

Oil Treatment Plant for State Electricity Commission of Victoria. February 17. E.S.B. 3082/64.*

Postmaster-General's Department, Melbourne:

Telegraph Regenerative Repeaters. March 10. E.S.B. 3043/64.*

Transmission Testing Equipment. March 12. E.S.B. 3044/64.*

Uniselector Maintenance Parts. March 12. E.S.B. 3045/64.*

BURMA

Saw Mill Machinery and Equipment for State Tender Board. (Further Information.) Closing date postponed to February 21. E.S.B. 39760/63.*

Workshop Tools and Equipment for Agricultural and Rural Development Corporation. February 29. E.S.B. 2597/64.*

Yarn and Sewing Thread for People's Stores Corporation. February 17. E.S.B. 3444/64.*

Defence Department:

Electric Fittings. February 25. E.S.B. 3419/64.*

Pumps Sets. February 25. E.S.B. 3420/64.*

Electrical Fittings. February 25. E.S.B. 3421/64.*

Pumps. February 29. E.S.B. 3066/64.*

CANADA

Control Equipment for Manitoba Hydro. (Further Information.) Closing date postponed to February 20. E.S.B. 1962/64.*

CEYLON

Chocolate Coverature for Milk Board. February 26. E.S.B. 3004/64.*

Mobile Workshop Lorry for Ministry of Defence and External Affairs. (Further Information.) Tender documents now available. E.S.B. 1668/64.*

COLOMBIA

Cable and Conductor for Empresa de Energia Electrica de Bogota. February 28. E.S.B. 3095/64.*

EGYPT

Spring Steel Clips for Egyptian Railways. March 14. E.S.B. 3006/64.

FORMOSA

Central Trust of China:

Caraway Oil. February 20. E.S.B. 3007/64.*

Vanillin. February 20. E.S.B. 3068/64.*

Steel Base Plate. February 18. E.S.B. 3069/64.*

GREECE

Ministry of Trade:

Laboratory Instruments. (Further Information.) Closing date postponed to March 12 (for 3 items only). E.S.B. 16025/63.*

Laboratory Apparatus. (Further Information.) Closing date postponed to March 13 (2 items only). E.S.B. 25906/63.*

Rain Gauges. Tender repeated in respect of 50 rain gauges only. February 17. E.S.B. 31898/62.*

GUATEMALA

Structural Steel Items for Comité pro Construccion del Teatro Nacional. February 21. Tender documents (in Spanish) now available. E.S.B. 3077/64.*

INDIA

Generating Sets for Rajasthan State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 790/64.*

Lifting Magnet for Hindustan Aircraft Ltd. Closing date postponed to February 21. E.S.B. 40343/63.*

Pumping Sets for Weyveli Lignite Corporation Ltd., Madras. February 20. E.S.B. 3435/64.*

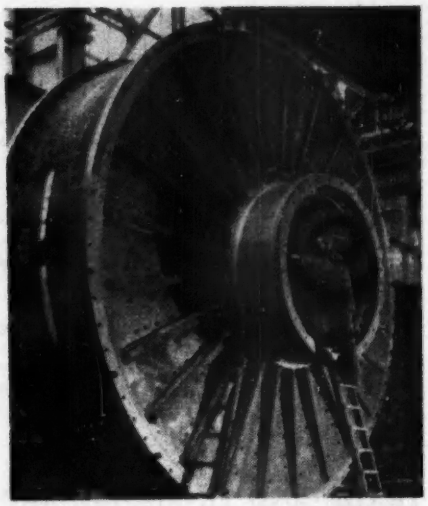
Research Vessel for Atomic Energy Establishment, Trombay. February 27. E.S.B. 3090/64.*

Spraying Unit for Madras Port Trust. Closing date postponed to February 17. E.S.B. 39797/63.

Shunt Capacitor Banks for Delhi Electric Supply Undertaking. April 7. E.S.B. 3468/64.

Steel Bars for B.P.T. Stores Department. Bombay. March 5. E.S.B. 3440/64.

Switchgear for Koyna Hydro Electric Project. April 13. E.S.B. 3087/64.



A 17′ diameter aerofall autogeneous grinding mill under erection in the South works of Ashmore, Benson, Pease & Co. Ltd., a member of the Davy-Ashmore Group. The mill will form part of the Marampa Mine expansion scheme being carried out for Sierra Leone Development Co. Ltd., by the main contractors, Woodall-Duckham Construction Co. Ltd.

Transformers for National Coal Development Corporation Ltd. March 3. E.S.B. 2675/64.*

Ministry of Railways:

Steel Plates. Closing date postponed to February 26. E.S.B. 40071/63.

Steel Plates. Closing date postponed to March 4. E.S.B. 40072/63.

Steel Plates. Closing date postponed to February 19. E.S.B. 40070/63.

Department of Supplies and Disposals:

Diesel Engine Alternator. March 26. E.S.B. 3013/64.*

Drilling Equipment. February 22. E.S.B. 3439/64.*

Hoist. March 4. E.S.B. 3470/64.*

Lead. Closing date postponed to February 21. E.S.B. 1305/64.*

Procurement Circle, Talwara Township:

Crushers and Mills. February 21. E.S.B. 3449/64.*

Tunnel Construction Equipment. April 27. E.S.B. 3451/64.

Lead Flashing. February 24. E.S.B. 3453/64.

Electrodes. February 24. E.S.B. 1995/64.*

Welding Sets. (Further Information.) Tender documents now available. E.S.B. 1996/64.*

Gas Cylinders. (Further Information.) Tender documents now available. E.S.B. 1997/64.*

Indian Rare Earths Ltd.:

Agitators. (Further Information.) Tender documents now available. E.S.B. 1631/64.*

Hydrocyclones and Accessories. (Further Information.) Tender documents now available. E.S.B. 1632/64.*

Centrifugal Solution Pumps and Accessories. February 18. E.S.B. 1633/64.

Slurry Pumps and Equipment. (Further Information.) Tender documents now available. E.S.B. 1630/64.*

Instrumentation and Contol Systems for Uranium Mill. February 20. E.S.B. 2695/64.*

Lime Preparation Plant. February 21. E.S.B. 2693/64.*

Pipes and Fittings: Miscellaneous Steel Items. February 20. E.S.B. 2694/64.*

Valves. February 24. E.S.B. 2696/64.*

THE
LIVERPOOL WAREHOUSING
CO. LTD.
STORAGE AND TRANSPORT
CENTRAL 6611 (20 lines) THE OLD HALL, LIVERPOOL 3. TELEX 62472
AND AT
MANCHESTER
TRAFFORD PARK ROAD
TRAFFORD PARK 4757/8 & 0320
LONDON
62/64, RIVER ROAD, BARKING, ESSEX
RIPPLEWAY 1156 (5 lines) TELEX 21525
BIRMINGHAM
912/4 KINGSBURY ROAD, ERDINGTON.
ERDINGTON 7321/3.

U.P. Irrigation Department:
Drill Shank Grinders. March 10. E.S.B. 3458/64.
Pneumatic Rammers. March 5. E.S.B. 3459/64.
Hydraulic Jacks. February 25. E.S.B. 3462/64.
Drilling Machine Accessories. February 19. E.S.B. 3464/64.
Percussion Rigs. March 4. E.S.B. 3466/64.
Tractors. February 18. E.S.B. 3456/64.
U.P. State Electricity Board:
Machinery. March 23. E.S.B. 3452/64.
Switchgear. March 23. E.S.B. 3409/64.
Switchgear Equipment. March 4. E.S.B. 3410/64.
Punjab State Electricity Board:
Batteries. (Further Information.) Closing date postponed to April 30. E.S.B. 1311/64.
Isonators. (Further Information.) Closing date postponed to May 1. E.S.B. 1313/64.
Oil Circuit Breaker Panels. (Further Information.) Closing date postponed to May 15. E.S.B. 1314/64.
G.I. Wires. February 24. E.S.B. 3471/64.
Post Insulators. March 16. E.S.B. 3472/64.
Transformers. (Further Information.) Closing date postponed to March 31. E.S.B. 1312/64.
Oil Circuit Breaker Panels. (Further Information.) Closing date postponed to June 30. E.S.B. 1315/64.
Transformers and Switchgear. (Further Information.) Tender documents now available. E.S.B. 529/64.*
Switchgear. (Further Information.) Closing date postponed to April 15. E.S.B. 1310/64.*

IRAN

Cable Accessories for Iran Telephone Co. March 9. E.S.B. 3017/64.*
Carbon for Iran Factories Company. Closing date postponed to February 23. E.S.B. 31293/63.*
Permanent Way Equipment for Iran Mining and Metal Melting Co. February 20. E.S.B. 3014/64.*
Printing Machinery and Equipment for Government Printing Authority. March 11. E.S.B. 3018/64.*
Rolling Stock Spare Parts for Iranian State Railways. (Further Information.) Closing date postponed to February 22. Tender documents now available. E.S.B. 39027/63.*
Radio Telephone Set for Ports and Navigation Organization. March 1. E.S.B. 3030/64.
Army Factories Accounts Department:
Grinding Stones. February 24. E.S.B. 3016/64.*
Paper. March 14. E.S.B. 3015/64.*

IRAQ

Erection of Textile Mill for Ministry of Industry. Closing date postponed to April 1. E.S.B. 32671/63.
Cast Iron Pipes and Accessories for Iraqi Ports Administration. February 27. E.S.B. 3418/64.*
Motor Cycles and Side Cars for Ministry of Finance. March 15. E.S.B. 3088/64.
Refrigerators for Central Foreign Purchasing Board. March 15. E.S.B. 3089/64.
Spare Parts for Power Units (Engines) for the Ministry of Defence. Closing date postponed to February 25. E.S.B. 31036/63.*
Pipe and Pipe Drilling Equipment for Baghdad Water Supply Administration. March 30. E.S.B. 3415/64.*
Ministry of Oil:
Bulldozer. February 26. E.S.B. 3412/64.
Vehicles. March 7. E.S.B. 3411/64.
Ministry of Health:
Microscopes. (Further Information.) Tender documents now available. E.S.B. 1985/64.*
Shadowless Lamps. (Further Information.) Tender documents now available. E.S.B. 1983/64.*
Surgical Dressings. (Further Information.) Tender documents now available. E.S.B. 1986/64.*
Sera and Vaccine. Tender documents now available. E.S.B. 1984/64.*
Vehicle. Tender documents now available. E.S.B. 1993/64.*
Ministry of Municipal and Rural Affairs:
Chlorine Gas. March 10. E.S.B. 3414/64.
Lightning Arresters; Insulators. March 17. E.S.B. 3413/64.
Transformers. Tender documents now available. E.S.B. 1976/64.*
Transformers. (Further Information.) Tender documents now available. E.S.B. 1977/64.*
Transformers. (Further Information.) Tender documents now available. E.S.B. 1989/64.*
Transformers. Tender documents now available. E.S.B. 1979/64.*
Transformers. Tender documents now available. E.S.B. 1978/64.*

JORDAN

Construction Project for Amman Municipality. March 18. E.S.B. 3028/64.

KENYA

School Equipment for County Council of Nyeri. March 31. E.S.B. 3056/64.
Steel Rails for East African Railways and Harbours. Closing date not known. E.S.B. 3058/64.

KUWAIT

Ministry of Public Health:
Pharmaceutical Liquids. March 14. E.S.B. 3402/64.
Pharmaceuticals. March 7. E.S.B. 3097/64.
Pharmaceuticals. March 7. E.S.B. 3098/64.
Pharmaceutical Injections. March 14. E.S.B. 3401/64.
Surgical Dressings. March 21. E.S.B. 3403/64.
Pharmaceuticals. March 21. E.S.B. 3404/64.
Ministry of Electricity and Water:
Lubricants. February 26. E.S.B. 3029/64.*
Timber; Fibre Board. March 8. E.S.B. 3031/64.*
Plywood Meter Boards and Wood Blocks. March 1. E.S.B. 2677/64.*
Vapour Lamps. March 1. E.S.B. 2678/64.*
Cables and Resin. March 4. E.S.B. 2681/64.*
Air-conditioning Equipment. March 1. E.S.B. 2682/64.*
Street Lighting Equipment. March 1. E.S.B. 2679/64.*

LIBERIA

Road Projects for Department of Public Works and Utilities. Closing date not known. E.S.B. 2950/64.

MALAYSIA

Electricity Department, Public Utilities Board, Singapore:
Cables. February 18. E.S.B. 3060/64.
Sodium Silicofluoride. March 3. E.S.B. 3084/64.*

NEW ZEALAND

Control Board and Equipment for City of Invercargill Electricity Department. Closing date postponed to February 29. E.S.B. 27084/63.*
Transmission Line Towers for New Zealand Electricity Department. April 14. E.S.B. 2689/64.*
Ministry of Works:
Textiles. Closing date postponed to February 17. E.S.B. 40629/63.*
Towels and Toweling. February 17. E.S.B. 40760/63.*

NORTHERN RHODESIA

Insecticides for Municipal Council of Kitwe. February 20. E.S.B. 3446/64.

PAKISTAN

Construction of Canal and Appurtenant Works for West Pakistan Water and Power Development Authority. (Advance Information.) E.S.B. 2676/64.
Electrical and Telecommunications Equipment for Pakistan Western Railway. February 25. E.S.B. 3477/64.*
Radio Components for Pakistan Telegraph and Telephone. (Further Information.) Tender documents now available. E.S.B. 2672/64.*
Textile Machinery for East Pakistan Industrial Development Corporation. February 20. E.S.B. 3039/64.*
Directorate of Supply:
Hearing Aids; Braille Appliances. February 19. E.S.B. 3038/64.*
Diesel Pumps. February 22. E.S.B. 3041/64.*

PHILIPPINES

Tunnel Construction for National Waterworks and Sewerage Authority. March 31. E.S.B. 2674/64.*

SALVADOR

Pure Talc; Powdered Acetyl-Salicylic Acid for La Proveeduria General de la Republica. Closing date postponed to February 21. E.S.B. 35825/63.*

SOUTH AFRICA

South African Railways:
Electrical Signalling Relays. February 21. E.S.B. 3075/64.*
Pumping Plant. February 28. E.S.B. 3076/64.*
State Tender Board:
Cable. February 21. E.S.B. 3036/64.*
Machine Tools. February 28. E.S.B. 3037/64.*
Mobile Power Units. March 3. E.S.B. 3019/64.*
Cape Provincial Administration:
Hard Tools. February 28. E.S.B. 2690/64.*
Haberdashery; Glass cloths. February 21. E.S.B. 2691/64.*
South West Africa Provincial Administration:
Parachlorobenzine. February 25. E.S.B. 3048/64.*
Photographic Equipment. February 25. E.S.B. 3051/64.*
Photographic Equipment; Laryngoscope. February 25. E.S.B. 3052/64.*
Water Meters and Surface Boxes. February 25. E.S.B. 3053/54.*
Pumps; Gauges; Hose. February 25. E.S.B. 3054/64.*
Wall Crack Filler. February 25. E.S.B. 3049/64.*
Pumps. February 25. E.S.B. 3050/64.*
Pharmaceutical Requirements. February 25. E.S.B. 3055/64.*

SOUTH VIETNAM

Central Purchasing Authority:
Fire Engine. March 4. E.S.B. 3062/64.*
Fire Fighting Materials and Equipment. February 26. E.S.B. 3070/64.*
Protective Clothing; Respirators. February 26. E.S.B. 3033/64.*
Photographic Equipment. February 25. E.S.B. 3054/64.*

SUDAN

Building Project for Sudan Commercial Bank. February 22. E.S.B. 2688/64.
Office Stamps for Department of Stores and Equipment. February 20. E.S.B. 3099/64.
Railway Wheels and Axles for Sudan Railways. A copy of drawing now available. E.S.B. 1968/64.*

TANGANYIKA

Medical Supplies for Central Tender Board. March 16. E.S.B. 3450/64.*

THAILAND

Aluminium Foil for Thailand Tobacco Monopoly. February 21. E.S.B. 3093/64.
Chemical for The Ordnance Department. February 18. E.S.B. 3023/64.
Paper for The Quartermaster General's Department. February 19. E.S.B. 3024/64.
Miscellaneous Equipment for Department of Technical and Economic Cooperation. March 5. E.S.B. 3092/64/D.L.F.*
Weighing Machines for State Railway of Thailand. March 4. E.S.B. 3026/64.
Metropolitan Electricity Authority:
Preformed Service Grips. March 5. E.S.B. 3020/64/D.L.F.*
Electricity Meters. March 6. E.S.B. 3021/64/D.L.F.*
Power Capacitors. March 3. E.S.B. 3025/64/D.L.F.*

TRINIDAD AND TOBAGO

Lathe for Trinidad and Tobago Electricity Commission. March 6. E.S.B. 780/64.
Radio Telephone Equipment for Water Division, Ministry of Public Utilities. Closing date postponed to February 28. E.S.B. 1967/64.*
Surgical Equipment for Ministry of Health and Housing. February 29. E.S.B. 3010/64.*

TUNISIA

Société Tunisienne de l'Electricité et du Gaz:
Insulators. March 3. Tender documents in French available. E.S.B. 3057/64.*
Transformer Cases. Closing date postponed to February 29. E.S.B. 40827/63.*

TURKEY

Extension of Cement Works for Turkiye Cimento Sanayii T.A.S. Closing date postponed to February 26. Tender documents (in German and Turkish) now available for loan. E.S.B. 1391/64.*
Steel Products for Eregli Iron and Steel Works. March 2. E.S.B. 3086/64.*

UNITED STATES OF AMERICA

Crane for U.S. Army Engineers. March 19. E.S.B. 3074/64.*

URUGUAY

Aluminium Cable for Obras Sanitarias del Estado. March 10. E.S.B. 2680/64.*
Fire Fighting Equipment for National Fire Brigade. February 22. E.S.B. 3676/64.*
Administracion Nacional de Combustibles Alcohol y Portland:
Electrodes. March 17. E.S.B. 3479/64.*
Minerals. March 13. E.S.B. 3480/64.*

This Scammell-Crane transporter, claimed to be the largest payload lorry ever exported from Great Britain, is being shipped to Singapore on the SS 'Benlarig' for the Public Utilities Board. The carrier is designed to haul a payload of 156 tons and will be used primarily to transport heavy indivisible loads between Singapore Harbour and the new Pasir Panjang 'B' Power Station which is being constructed five miles away. The trailer was made by Crane Fruehauf Trailers Ltd., and is hauled by two Scammell Constructor tractors.

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 427). Please quote reference numbers in all inquiries.

Algeria
Agency inquiry for trucks; cars; batteries. (E.S.B. 3203/64.)

Australia
Agency inquiry for timing chains. (E.S.B. 3510/64.)

Belgium
Agency inquiry for laboratory apparatus. (E.S.B. 3251/64.)
Agency inquiry for knitwear. (E.S.B. 2623/64.)
Agency inquiry for chemicals and pharmaceuticals; industrial materials; food and drink. (E.S.B. 2908/64.)

Burma
Inquiry for wines and spirits. (E.S.B. 2820/64.)

Canada
Agency inquiry for men's hosiery. (E.S.B. 3210/64.)
Agency inquiry for water works equipment. (E.S.B. 2313/64.)
Agency inquiry for electrical and electronic equipment. (E.S.B. 2287/64.)
Agency inquiry for textile machinery; equipment for the chemical industry. (E.S.B. 2840/64.)
Inquiry for photo-copy paper; offset printing supplies; computer accessories. (E.S.B. 1722/64.)
Inquiry for catering supplies. (E.S.B. 2824/64.)
Market Report Ladies' Ready-to-Wear Fashions (Re-issued). (E.S.B. 1218/64.)
Water power resources. (E.S.B. 3254/63.)

Canary Islands
Agency inquiry for foodstuffs; diabetic and non-calorific foods. (E.S.B. 39927/63.)

Ceylon
Inquiry for sanitaryware. (E.S.B. 2724/64.)

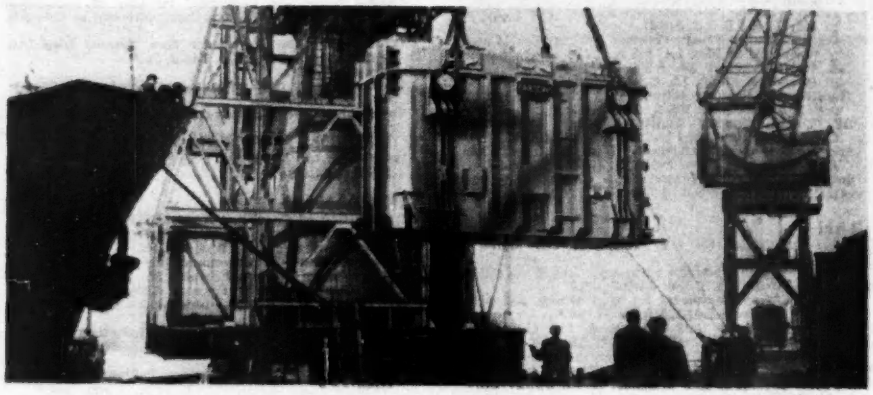
Denmark
Agency inquiry for fuel injection equipment spare parts. (E.S.B. 38869/63.)

France
Agency inquiry for men's clothing. (E.S.B. 2919/64.)
Agency inquiry for pneumatic tools; wrench sockets. (E.S.B. 2827/64.)
Agency inquiry for metal-working machines. (E.S.B. 3198/64.)
Agency inquiry for laboratory equipment; measuring and control equipment. (E.S.B. 3252/64.)
Agency inquiry for chemicals. (E.S.B. 3157/64.)
Inquiry for forging steel. (E.S.B. 2439/64.)
Inquiry for caravans. (E.S.B. 3193/64.)
Inquiry for films. (E.S.B. 2549/64.)

Germany
Agency inquiry in respect of metal giftware; kitchenware. (E.S.B. 3319/64.)
Inquiry for office equipment. (E.S.B. 2525/64.)

Hong Kong
Agency inquiry for blankets; footwear; woollen cloth. (E.S.B. 2623/64.)

India
Industrial development. (E.S.B. 1491/64.)



A 126-ton power transformer manufactured by C. A. Parsons & Co. Ltd., at their Heaton Works at Newcastle-upon-Tyne, being loaded recently at Newcastle quayside on the first stage of its journey to Poland. It is second of two units being supplied for installation in a new power station 75 miles south-west of Poznan.

Iran
Collaboration – woollen and worsted textile plant (E.S.B. 40842/63.)

Irish Republic
Inquiry for heating and ventilating equipment; pipes; tubing and fittings. (E.S.B. 3153/64.

Italy
Agency inquiry for hides and skins. (E.S.B. 2596/64.)
Agency inquiry for medical specialities. (E.S.B. 2785/64.)
Agency inquiry for audio-visual teaching machinery; television; radar equipment. (E.S.B. 6470/63.)
Agency inquiry for knitting wool; knitwear. (E.S.B. 2801/64.)

Jamaica
Manufacture under licence – hydraulic equipment. (E.S.B. 39665/63.)

Kenya
Agency inquiry for printing machines. (E.S.B. 2929/64.)

Lebanon
Machinery and materials for new industries. (E.S.B. 1406/64.)

Malaysia
Agency inquiry for food colours and essences; foodstuffs; paper. (E.S.B. 2772/64.)
Agency inquiry for haberdashery; textiles. (E.S.B. 2991/64.)

Netherlands
Agency inquiry for automatic car washing equipment; garage equipment. (E.S.B. 3287/64.)
Agency inquiry for machinery for spooling armatures. (E.S.B. 2881/64.)

New Caledonia
Agency inquiry for air-conditioning units; bedding; carpets; furniture; men's casual wear; sugar. (E.S.B. 2717/64.)

New Zealand
Agency inquiry for capacitors. (E.S.B. 2902/64.)
Agency inquiry for glassware. (E.S.B. 35686/63.)
Report on agricultural machinery. (E.S.B. 36842/63.)

North America
Visits of department store buyers. (E.S.B. 506/64.)

Norway
Agency inquiry for handbag and luggage trade; frames and accessories. (E.S.B. 1816/64.)

Pakistan
Inquiry for agricultural equipment; chemicals; laboratory equipment; medical and surgical supplies. (E.S.B. 3278/64.)

Portugal
Agency inquiry for hand tools. (E.S.B. 2561/64.)
Inquiry in respect of buses and trolleybuses. (E.S.B. 30098/63.)

Roumania
Trade relations. (C.R.E. 4350/G.)

South Africa
Agency inquiry for lathes. (E.S.B. 1553/64.)

Sweden
Agency inquiry for spare parts for motor vehicles. (E.S.B. 2804/64.)

Switzerland
Agency inquiry for jackets; knitwear. (E.S.B. 3114/64.)
Agency inquiry for counting equipment. (E.S.B. 3212/64.)
Agency inquiry for reproducing sound equipment; electronic components and measuring instruments. (E.S.B. 2556/64.)
Agency inquiry for ski jackets; nylon rainwear. (E.S.B. 3211/64.)
Agency inquiry for household textiles; furnishing fabrics; floor coverings. (E.S.B. 2540/64.)
Inquiry for glass-working equipment; laboratory apparatus and supplies. (E.S.B. 3369/64.)
Inquiry for sewage plant. (E.S.B. 34878/61.)

Thailand
Agency inquiry for household L.P. gas equipment. (E.S.B. 486/63.)

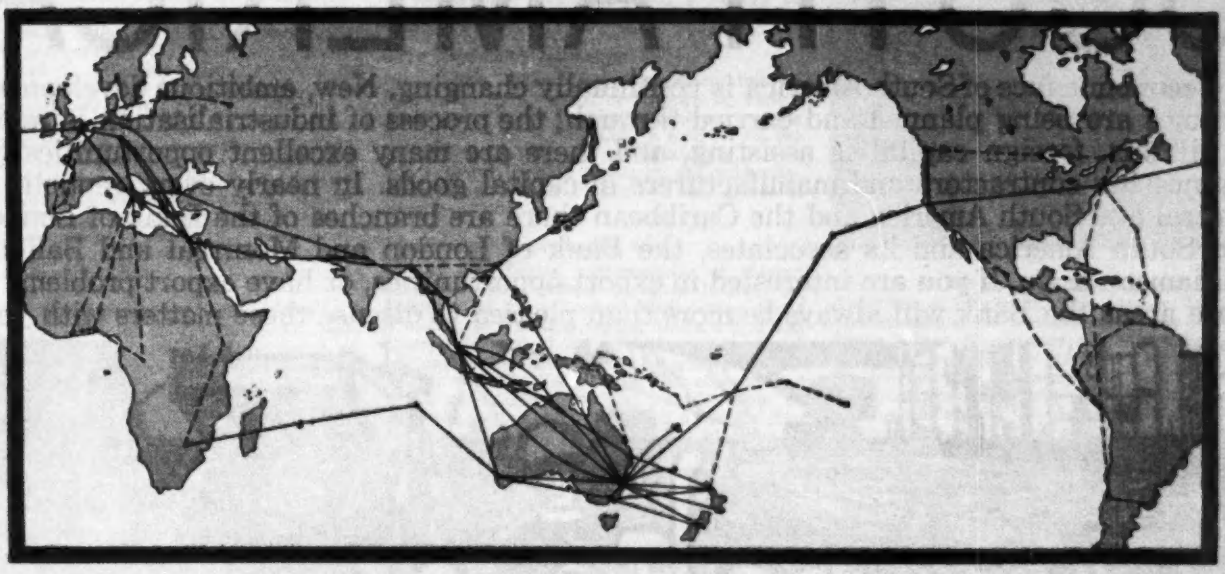
Turkey
Agency inquiry for pumping sets. (E.S.B. 37322/63.)
Inquiry for cranes; machinery and plant. (E.S.B. 2455/64.)
Inquiry for agricultural equipment; road construction machinery; trucks; tractors; vehicle spare. (E.S.B. 3364/64.)
Inquiry for nylon and plastics storage covers. (E.S.B. 2994/64.)
Inquiry for constructional materials; agricultural machinery and equipment; industrial machinery and equipment; insecticides. (E.S.B. 2956/64.)

U.S.A.
Agency inquiry for porcelain water closets. (E.S.B. 2797/64.)
Agency inquiry for shipbuilding. (E.S.B. 29256/63.)
Agency inquiry for chain. (E.S.B. 2879/64.)
Inquiry for premium gifts. (E.S.B. 1580/64.)
Inquiry for sports clothing; sports goods; footwear; giftware. (E.S.B. 3190/64.)
Visits of buyers. (E.S.B. 1987/64.)

Zanzibar
Invoicing procedure. (C.R.E. 965/R.)

Part of a consignment of Whitlock equipment on its way to Toronto for display at the Canadian Farm and Industrial Equipment Exhibition. Mr. A. Carleton Whitlock, chairman, Whitlock Bros Ltd., Great Yeldham, Essex, is the Honourable Patron and Host of the exhibition for 1964.

Speed your cargo with Qantas V-Jets —all over the world!



With its fleet of Boeing 707 V-Jets, Qantas puts at your disposal one of the most comprehensive transport systems in the world. Qantas and its associates operate more than 100 air cargo services a week into and out of Australia alone. Founded in 1920, Qantas has 43 years of experience as an air cargo carrier with an intimate knowledge of the requirements of importers and exporters. The next time you want to get your product anywhere, with as much speed as care . . . contact General Sales Agent BOAC or specify Qantas to your Air Cargo Agent.

AUSTRALIA'S ROUND-WORLD AIRLINE

QANTAS AIR CARGO

43 YEARS OF DEPENDABLE SERVICE

QANTAS CARRIES AIR CARGO TO

ATHENS	HONG KONG	NOUMEA
AUCKLAND	HONOLULU	PERTH
BANGKOK	ISTANBUL	ROME
BRISBANE	JOHANNESBURG	SAN FRANCISCO
CAIRO	KARACHI	SINGAPORE
CALCUTTA	LONDON	SYDNEY
CHRISTCHURCH	MANILA	TAHITI
COCOS ISLAND	MAURITIUS	TEHERAN
DARWIN	MELBOURNE	TOKYO
DJAKARTA	NEW DELHI	VANCOUVER
FIJI	NEW YORK	WELLINGTON
FRANKFURT	NORFOLK ISLAND	

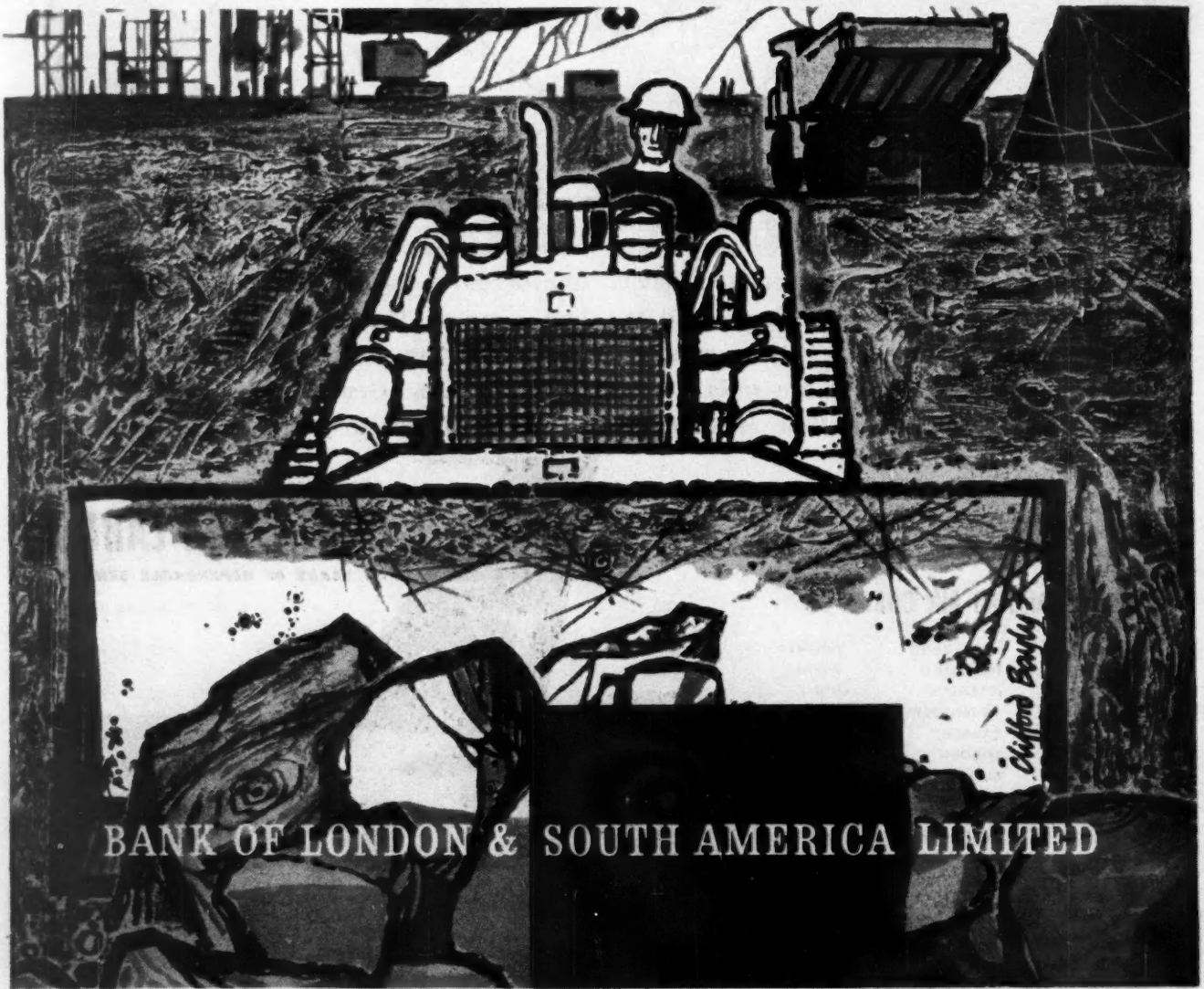
Speed your cargo with Qantas and its associates. Through its interlining facilities with over 90 IATA Airlines, Qantas can air freight your goods anywhere in the world

QAC13.113.R

Qantas Empire Airways Limited, in association with Air India and BOAC

BIG THINGS ARE HAPPENING IN SOUTH AMERICA

The economic face of South America is continually changing. New, ambitious development schemes are being planned and carried through; the process of industrialisation is rapid. In all this, foreign capital is assisting, and there are many excellent opportunities for engineering contractors and manufacturers of capital goods. In nearly every republic of Central and South America and the Caribbean there are branches of the Bank of London and South America and its associates, the Bank of London and Montreal and Balfour, Williamson & Co. If you are interested in export opportunities, or have export problems in these areas the Bank will always be more than pleased to discuss these matters with you.



HEAD OFFICE: 40-66 QUEEN VICTORIA STREET LONDON EC4 CITY 9822 • BIRMINGHAM 3: 50 GREAT CHARLES STREET CENTRAL 4058 BRADFORD: 55 WELL STREET BRADFORD 25693 • MANCHESTER: 36 CHARLOTTE STREET CENTRAL 3135 • GLASGOW C1: 54 WEST NILE STREET CITY 5393 • REPRESENTED THROUGHOUT LATIN AMERICA PORTUGAL AND SPAIN AND IN NEW YORK PARIS AND ZURICH

Export tours of UK businessmen

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas Officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London, E.C.4. At the same time they are invited to send advanced details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Agricultural machinery for South Africa

Mr. G. Neal, director of G. and S. G. Neal Ltd., agricultural contractors and merchants of Holbeach, Lincs., expects to arrive in Cape Town during the first week of February. He will be exploring the possibilities of marketing British agricultural spraying machines and accessories in South Africa. Mr. Neal expects to return to the United Kingdom during the first week in March.

Successful Middle East trade tour

Mr. Leslie Johnson, managing director of Detel Products Ltd., Ruislip, has recently returned from a Middle East trade tour with orders from Cyprus, Kuwait and Bahrein for more than six tons of various types of anti-corrosion paints. In addition, Mr. Johnson has made new stocking arrangements at Qatar in order to meet requirements by Government departments and resident oil companies and has signed agency agreements with the Libyan office of Trading in Tripoli and with the National Trading Company, Athens.

Mr. Johnson stated on his return: 'I visited 13 countries and I discussed local corrosion and painting problems. As a result many specifications have been drawn up. We expect that further contracts will be signed when these specifications have been examined by the appropriate authorities in the Middle East countries concerned.'

Round the world business tour

Mr. J. P. Scarratt, managing director of Brittains Ltd., Leek, Staffs, leaves London Airport on February 8 on the first leg of a ten-week round-the world business tour. He will be calling upon customers in New Zealand and Australia before flying to the West Coast of America, where he will spend a week in the San Francisco and Los Angeles area before travelling on to New York. Mr. Scarratt will finally spend four weeks visiting clients in the East Coast and Mid-West regions of the United States and Toronto and Montreal. Direct and indirect exports of Brittains' high-quality speciality tissues to the electrical, transfer printing, carbon coating and office equipment industries amount to 60 per cent of the company's total production. Sales promotion tours are regularly made to most countries throughout the world.

Marketing visit to India

Mr. J. R. T. Hay, chairman and managing director of Twyfords Ltd., Stoke-on-Trent, will travel to India during the first week in February. Mr. Hay, whose company are manufacturers of sanitary pottery, will visit British Trade Commissioners and discuss market conditions generally, including the investment and political climate, and local competition. Twyfords have recently opened a factory in India.

Tyre specialist's sales tour

Mr. G. H. Kilby, export representative of Stenor Ltd., is travelling to Portugal on February 9 and will visit Tangier, Casablanca and the Canary Islands. Stenor Ltd., a member of the Firth Cleveland Group, are specialists in tyre and conveyor belting repair by the vulvanization process, and Mr. Kilby will visit agents in these territories.

Mediterranean marketing tour

Mr. G. W. Taylor, representative of Havero (London) Ltd., expects to leave London on February 18 for a business visit, lasting about a month, to Gibraltar, Spain, Malta, Libya and Greece. Havero (London) Ltd. act as export managers and merchants for several companies, and Mr. Taylor will visit contacts and make new connections for a wide range of products. He recently completed a Middle East tour during which he successfully placed contracts, etc., with distributors of most of the products in which he is interested.

Middle Eastern Tour

Mr. K. F. Allen, head of one of the Export Sales Departments of Pharmaceutical Specialities (May & Baker) Ltd. is leaving the United Kingdom on January 23 for a tour of the Middle East. He will be visiting agents and representatives of Pharmaceutical Specialities (May & Baker) Ltd. in Cyprus, Iran, Iraq, Bahrein, Kuwait, Sudan, and Egypt.

Sock manufacturer's goodwill tour

Mr. Donald Byford, chairman of D. Byford and Co. Ltd., Leicester, is due to arrive in Tokio on February 12 on the start of a goodwill and sales promotion tour of Japan and Hong Kong. D. Byford and Co. Ltd., who with their subsidiaries are considered to be the largest producers of men's socks in Britain, export about 37 per cent of their total production. The company takes particular pride in the services it gives to overseas customers in price, deliveries and meeting special requirements of the market, both for socks and knitted outerwear, of which it is said to be one of the largest producers in the medium-to-better quality fully fashioned range.

British car radios for Austria

Mr. R. L. Scott, sales controller of Pye Car Radio (Exports) Ltd., Cambridge, is making a short trip to Vienna in February. Pye Car Radios are said to be one the largest exporters of car radios in Great Britain.

Specialist exporting in the Middle East and East Africa

Mr. Mark Cansick, director of Mark Cansick and Co. Ltd., export merchants and specialist export managers of London, is leaving on February 18 for a trip to the Middle East and East Africa on behalf of several clients. He will call at Amman, Jeddah, Aden, Djibouti, Addis Ababa, Khartoum, and Port Sudan.

Precision engineering plant for Middle East and Europe

Mr. C. N. Parrish, senior overseas representative of British Engineers Small Tools and Equipment Co. Ltd., London, is making a tour of the Middle East from February 17, visiting Cyprus, the Lebanon, Syria, Egypt, Saudi Arabia, Turkey, Kuwait, Iraq and Iran. BESTEC are an export organization for a number of manufacturers of precision engineering equipment and the purpose of Mr. Parrish's visit is to discuss the market potential in those countries where they already have agents and to obtain agents where they are not already represented.

During the same period, Mr. W. H. Dowty and Mr. E. Harle, overseas representatives of BESTEC, will travel to Europe. Mr. Dowty will travel to the Netherlands and Belgium to visit existing agents and to find agencies for new companies in the group. Mr. Harle will visit Hungary and Roumania, to follow up inquiries received after a private exhibition held by BESTEC in Budapest, and to visit Roumanian import houses.

Mr. I. R. G. Ferguson, sales manager of James Robertson & Sons (P.M.) Ltd., London, leaving London Airport for a recent visit to the United States, where he attended the National Food Brokers' Association of America conference in Washington. Mr. Ferguson left the United Kingdom again on January 22 for Norway to promote the market for his company's jams and marmalades. James Robertson's exports of jams and marmalades to the European market has increased considerably in recent years. In 1962, when the sales drive in this market began, figures showed a 200 per cent increase over the previous year, and last year exports rose by 50 per cent over 1962.

British door locks in East Africa

Mr. J. A. Legge, managing director of J. Legge and Co. Ltd., of Willenhall, Staffs, is leaving the United Kingdom on February 15 for a sales tour of Kenya and Tanganyika. He will later be visiting the new factory of J. Legge and Co. (Northern Rhodesia) Ltd. in Lusaka. After visiting Johannesburg and Cape Town, he expects to return to the United Kingdom in early April.

J. Legge and Co. are manufacturers of an extensive range of door locks and lock furniture. Approximately one-third of their total output is exported. Since his appointment as managing director, Mr. Legge has made a point of spending several weeks in a foreign market each year.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of addresses is given on page 920 of Oct. 25 issue.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

NEW ZEALAND

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the rates of import duty which should be imposed on bicycles and parts and accessories for bicycles.

Item	Tariff and Statistical Item	Rates of Duty		
		British Preferential	Most-Favoured-Nation	General
733.110.1	Bicycles (not motorized)	Free	20%	40%
	Parts and accessories of bicycles, not motorized:			
733.120.1	Parts and accessories of unhardened, vulcanized rubber or of man-made plastic	20%	40%	55%
	Other parts and accessories:			
733.120.9	Of bicycles and other cycles	Free	15%	25%

The public inquiry will take place on May 12. Typewritten statements of evidence (twelve copies) should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than April 28. 'Notes for the Guidance of Witnesses' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Trade associations thought to be interested in the above inquiry have been informed and it is suggested that any British firm wishing to give evidence should get in touch with its trade association. Firms proposing to give independent evidence through their agents in New Zealand and wanting further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320).

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES:		
Medicines:		
Theophylline acetic acid, piperazine salt of	285 (B) (1)	Free
LOGS in the rough, including those roughly squared or half-squared but not further manufactured, for use in the manufacture of plywood or of veneers, under security	291 (C) (1)	Free
MACHINERY AND APPLIANCES:		
Tools, for working in the hand with self-contained (i.e., built-in) electric motor or vibrator, otherwise classifiable under Tariff Item 175 (F) (3) (b), being special purpose tools as follows:		
Tampers, including interchangeable tools of types designed solely or principally for use, therewith	449 (A) (1)	Free
RUBBER, natural or synthetic:		
Latex		
Natural or synthetic rubber, otherwise classifiable under Tariff Item 330 (A) (3), but not including reclaimed rubber and polybutadiene synthetic rubber, provided entered for home consumption on or before December 31, 1964	330 (A) (1)	Free
Silicone rubber		
Compounded latex		
Compounded natural or synthetic rubber, otherwise classifiable under Tariff Item 330 (B) (3), but not including carbon black masterbatch, provided entered for home consumption on or before December 31, 1964	330 (B) (1)	Free
TIMBER, not dressed, under Tariff Item 291 (F) (2), 291 (F) (3) or 291 (F) (4), for use in the manufacture of slats, tilt rails and head rails, holed or slotted, dressed to size and cut to shape, for wooden venetian blinds and wooden venetian awnings, under security	291 (F) (1)	Free
Otherwise classifiable under Tariff Item 291 (H) (2), 291 (H) (3) or 291 (H) (4), as follows:		
Ash (species of the genus Fraxinus)		
Beech		
Boxwood (Buxus Sempervirens)		
Dunnage, ships', provided that the Collector is satisfied that the dunnage is not, in the condition in which it is imported, commercially usable for the same purpose as new timber and security is given that the dunnage will be reconditioned before being sold or used	291 (H) (1)	Free
Ebony (species of the genus Diospyros)		
Greenheart (Ocotea Rodiaei)		
Hard Rock Maple (Acer Saccharum)		
Persimmon (Diospyros Virginiana)		
Ponderosa Pine (Pinus Ponderosa)		
Poplar (species of the genus Populus)		
Sugar Pine (Pinus Lambertiana)		
Teak		
Walnut, American (Juglans Nigra) or European (Juglans Regia)		
Willow (species of the genus Salix)		
WEATHERBOARDS, 6 inches and over in width, otherwise classifiable under Tariff Item 291 (L) (3)	291 (L) (1)	Free

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PARTS FOR GASMETERS of the consumers' type: Indexes	180 (B) (2) (b)	10% *ad val.* Primage duty 5% *ad val.*

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DYES: Chenolin powder, yellow; Chlorophyll: In paste form; Coccus cacti, being dried insects known as cochineal	231 (A) (2) (d)	Free
PAINTS, COLOURS, VARNISHES, etc.: Lakes, dry or in paste form	231 (A) (2)	Various
TILES: Glass, mosaic	240 (A) (2)	2s. 3d. per sq. yd. or 17½% *ad val.* whichever rate returns the higher duty.
TYRES: Rings, dress. As a 'whitewall' used on motor-car tyres	332 (B) (4)	12½% *ad val.*

NOTE: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Substitute Notice

THE AUSTRALIAN Customs and Excise Substitute Notice No. 1 (published in full in the *Board of Trade Journal* on January 12, 1962, page 82) is amended by Substitute Notice No. 27 as follows:

Substitute Notice No. 27

Substitute Notice No. 1 is amended by deleting from and inserting in the first and second columns the goods as shown below:

First Column (Substitute)	Second Column (Dutiable Goods for which Goods in First Column are Substitutes)
(a) By deleting: Mouldings, picture and room, of plaster or other composition.	Mouldings, picture and room, of timber.
(b) By adding: Mouldings, of plaster or other composition	Mouldings of timber.

Tariff Board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **Monofil strip and imitation catgut of polyvinylidene chloride, polyethylene or poly-propylene.** (Tariff Item 460(A)).

(2) **Bubble levels** (Tariff Item 219(D)).

(3) **Hollow bars, tubes and pipes of iron or steel.** (Tariff Items 151 and 152 (A) and (B))

(4) **Large static transformers** (Tariff Items 179(E)(6)(C) (d) and (e)).

(5) **Non-mechanical hand saws, blades, handles and frames.** (Tariff Items 215(A), 215(B)(1), 302(A)(2) and 302(B)(1)).

These references have been made as a result of representations by local manufacturers.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most Favoured-Nation	General
151	(A) Flexible metal tubes; metal-cased tubes and pipes, not further manufactured than plated, polished or decorated *ad val.*	Free	7½%	7½%
	(B) Water bore casings *ad val.*	10%	35%	35%
152	(A) Iron and steel tubes or pipes (except riveted, cast or close-jointed tubes or pipes and welded conduit pipes and tubes) not more than 3 inches internal diameter: iron and steel boiler tubes *ad val.*	10%	35%	35%
	(B) (1) Welded conduit pipes and tubes and close-jointed iron or steel pipes and tubes *ad val.*	22½%	45%	90%
	(2) Wrought iron and steel pipes, n.e.i. *ad val.*	10%	35%	35%
179	ELECTRICAL MACHINES AND APPLIANCES:			
	(E) Static transformers, including X-ray transformers:			
	*(1) Constant current, of the type used in the series system of street lighting *ad val.*	10%	22½%	22½%
	*(2) Instrument transformers *ad val.*	22½%	37½%	37½%
	*(3) Testing transformers, not being instrument transformers:			
	(a) Having a kVA. rating not exceeding 100 *ad val.*	22½%	37½%	37½%
	(b) Other *ad val.*	Free	7½%	7½%
	*(4) Induction coils not covered by Item 395 (F):			
	(a) High tension ignition coils each	3s. 8d.	6s. 6d.	6s. 6d.
	ad val.	5%	Primage duty 10%	10%
	(b) Other *ad val.*	22½%	40%	40%
	*(5) Suitable for use, or generally similar to those used, in radio and television transmitters and receivers and audio amplifiers:			
	(a) Power supply transformers: horizontal deflection transformers (television receiver type) each	7s. 6d.	12s. 6d.	12s. 6d.
	or *ad val.* whichever rate returns the higher duty	27½%	45%	45%
	(b) Other each	1s. 6d.	2s. 6d.	2s. 6d.
	or *ad val.* whichever rate returns the higher duty	27½%	45%	45%
	(6) Other:			
	*(a) Rated for use at nominal system voltages less than 66,000:			
	(1) Having kVA ratings not exceeding 16,750 *ad val.*	22½%	37½%	37½%
	(2) Other *ad val.*	25%	37½%	37½%
	*(b) Rated for use at nominal system voltages not less than 66,000 and not exceeding 75,000:			
	(1) Having kVA. ratings not exceeding 1,375 *ad val.*	22½%	37½%	37½%
	(2) Other *ad val.*	25%	37½%	37½%

(*Continued on next page*)

ROBERT HOUGH
PROPRIETORS LIMEHOUSE PAPERBOARD MILLS LTD.
WASTE PAPERS • ALL TEXTILE WASTES • RAGS
ROPES • JUTE • FLAX • HEMP • SISAL • MANILA
ALL TYPES OF COTTON WASTE
VICTORIA HOUSE, NARROW STREET, LONDON, E.14. Phone: EAST 5632/5
Telex No. 21372. Cables: PAPERSTOCK, LDN, E.14.
TEMPLE MILL, MARLOW, BUCKS. Phone: MARLOW 4488.
Manufacturers & Processors - Importers & Exporters
ROBERT HOUGH RH SINCE 1860

Are you a business man bound for Australia?

The Business Man's Guide to Australia is issued free to all men of business. Get your copy today.

Then get a copy of the "Business Man's Guide to Australia", a new Australia and New Zealand Bank publication, designed specially to fit the pocket and provide just the kind of practical information which experience has shown is invaluable to the busy executive. Information ranges from tipping to rainfall figures, from shopping hours to taxi and drive-yourself rates, together with coloured maps of the main Australian cities.

Australia and New Zealand Bank Limited

OVER 1,000 BRANCHES AND AGENCIES

Head Office: 71, Cornhill, London E.C.3.
Tel: AVEnue 1281

Tariff Item	Goods	British Preferential	Most Favoured-Nation	General
	(c) Rated for use at nominal system voltages exceeding 75,000 and not exceeding 150,000:			
	(1) Having kVA. ratings less than 50 *ad val.*	22½%	37½%	37½%
	(2) Having kVA. ratings not less than 50 and not exceeding 75,000 *ad val.*	25%	37½%	37½%
	(3) Other. *ad val.*	Free	7½%	7½%
	(d) Rated for use at nominal system voltages exceeding 150,000 and not exceeding 220,000:			
	(1) Having kVA. ratings less than 50 *ad val.*	22½%	37½%	37½%
	(2) Having kVA. ratings not less than 50 and not exceeding 50,000 *ad val.*	25%	37½%	37½%
	(3) Other. *ad val.*	Free	7½%	7½%
	(e) Rated for use at nominal system voltages exceeding 220,000 *ad val.*	Free	7½%	7½%
215	SAWS (non-mechanical); blades for hand or machine saws, including toothless saw blades:			
	(A) Saws (non-mechanical) *ad val.*	22½%	47½%	47½%
	(B) Blades for hand or machine saws, including toothless saw blades:			
	(1) Blades for saws (non-mechanical):			
	(a) Hack saw blades *ad val.*	17½%	32½%	32½%
	(b) Other *ad val.*	22½%	47½%	47½%
219	TOOLS OF TRADE for the use of artisans and mechanics and tools in general use:			
	(D) Levels, bubble *ad val.*	Free	7½%	7½%
302	(A) Tool handles:			
	(2) For non-mechanical saws *ad val.*	22½%	47½%	47½%
	(B) Wooden tool bodies:			
	(1) Frames for saws *ad val.*	22½%	47½%	47½%
460	TEXTILE GOODS, viz.: of CONTINUOUS MAN-MADE FIBRES or having a textile fibre content of chief part by weight of continuous man-made fibres, not covered by Item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:			
	(A) (1) Monofil of a weight not less than 6·6 milligrams per metre (60 denier) per monofil and not exceeding 1 millimetre in any cross sectional dimension, irrespective of length and whether or not put up for retail sale: imitation catgut, non-sterile *ad val.*	7½%	15%	17½%
	(2) Strip (artificial straw and the like), being flat strips of a width not exceeding 5 millimetres either produced as such by extrusion or cut from wider strips or from sheets, including folded strip and strip in the form of flattened tubes provided their width in the folded or flattened state does not exceed 5 millimetres:			
	(a) Of continuous filament acetate *ad val.*	10%	22½%	25%
	(b) Other *ad val.*	Free	12½%	12½%

*These items are shown for information only; they do not form part of the reference.

These matters have been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **February 24.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. (1) C.R.E. 1086/64, (2) C.R.E. 1087/64, (3) C.R.E. 1088/64, (4) C.R.E. 1089/64 and (5) C.R.E. 1090/64.

Dumping duties on orthodichlorobenzene, paradichlorobenzene and hardboard

ORTHODICHLOROBENZENE, paradichlorobenzene and hardboard imported into Australia have recently been made the subject of dumping duties under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. C.R.E. 12166/62 (ODBC and PDBC) and C.R.E. 2746/63 (Hardboard).

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN below of changes made in the Australian Tariff by Customs Proposals which came into effect on January 24, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
120	(A) Articles, textile, not being piece-goods, viz.: Articles of furnishing drapery and napery, including quilts, n.e.i., table covers, doyleys, tray cloths [sheets, n.e.i., pillow cases, n.e.i.], pillow covers, bolster cases, counterpanes, bed spreads, n.e.i., table mats, splashers, tablecloths, runners, mantle borders, toilet sets, bags for linen, brush and comb bags, nightdress cases, handkerchief sachets, and the like, cosies and cushions in part or wholly made up:						
	(1) When not containing wool	17½%	35%	40%	No change (Under Item 120 (A) or new Item 124 (B) (2))		
	(2) When containing wool *ad val.*	25%	42½% Primage duty	47½%	Various (Under new Items 124 (A) (2) (a) and (b))		
	ad val.	5%	10%	10%	No change		
	(B) [(3) Bed sheets, pillow cases, of cotton or containing a mixture of fibres in which cotton predominates: (a) Bed sheets *ad val.*	22½%	45%	50%	Various (Under new Items 124 (B) (1) (a), (b) and (c))		
	(b) Pillow cases in sizes larger than 18 inches in length or 15 inches in width and having a value for duty not exceeding £1 13s. 4d. per dozen *ad val.*	22½%	45%	50%	22½%	45%	50%
	and, in addition, a temporary duty of per dozen	£2 10s. 0d.	£2 10s. 0d.	£2 10s. 0d.	or in certain cases £2 9s. 0d.	£2 9s. 0d. less	£2 9s. 0d.
	less *ad val.*	150%	150%	150%	122½%	100%	95% (Under new Items 124 (A) (1) (a) and (b))
	provided that, in respect of such goods in direct transit to Australia on August 14, 1962, which are entered for home consumption on arrival, no additional temporary duty shall be payable. (c) Other] *ad val.*	22½%	45%	50%			
124	[No item]. *Made up textile articles* (4) *Pillow cases* (1) *Of cotton or having a textile fibre content in chief part by weight of cotton:* (a) *In sizes larger than 18 inches in length or 15 inches in width* *ad val.*	22½%	45% and in certain cases an additional duty of	50%	22½%	45%	50%
	or { *per dozen*	£2 10s. 0d.	£2 10s. 0d. less	£2 10s. 0d.	£2 9s. 0d.	£2 9s. 0d.	£2 9s. 0d.
	less *ad val.*	150%	150%	150%	122½%	100%	95%
	whichever rate returns the higher duty.	(Under former Items 120 (B) (3) (b) and (c))					
	(b) *Other* *ad val.*	No change (Under former Item 120 (B) (3) (c))			22½%	45%	50%
	(2) *Other* (a) *In sizes larger than 18 inches in length or 15 inches in width* *ad val.*				27½%	45%	50%
	or { *per dozen* less *ad val.*	17½%	35%	40%	£2 9s. 0d. 117½%	£2 9s. 0d. 100%	£2 9s. 0d. 95%
	whichever rate returns the higher duty.	(Under Item 120 (A) (1))					
	(b) *Other* *ad val.*				27½%	45%	50%
	(B) *Bed sheets—* (1) *Of cotton or containing a mixture of fibres in which cotton predominates* (a) *With raised nap and wholly of cotton* *ad val.*	22½%	45%	50%	5%	22½%	22½%
	(b) *With raised nap, other* *ad val.*	(Under former Item 123 (B) (3) (a))			17½%	40%	40%
	(c) *Not covered by sub-paragraph (a) or (b)* *ad val.*	No change (Under former Item 120 (B) (3) (a))			22½%	45%	50%
	(2) *Other* *ad val.*	No change (Under former Item 120 (A) (1))			17½%	35%	40%
280	Drugs and chemicals, viz.: (K) (1) [(b) Paradichlorobenzene *ad val.*	25%	32½%	32½%	7d.	7d. and *ad val.*	7d.
	And, in addition, temporary duties as follows: per lb.	3d.	3d.	3d.	—	7½%	10% and, for each 1d. of part thereof by which the f.o.b. price is less than 12d per lb.
	and, for each 1d. or part thereof by which the f.o.b. price is less than 13s. per lb.] per lb.	1d.	1d.	1d.	1d. (Under new Items 280 (K) (6) (a) and (K) (6) (b))	1d.	1d.
	(*b*) *No sub-paragraph.* [(d) Pentachlorophenol] *ad val.*	25%	32½%	32½%	25% (Under new Items 280 (K) (7) (a) and (K) (7) (b))	32½%	35%
	(*d*) *No sub-paragraph.* [(e) 2, 4-dichlorophenoxyacetic acid and preparations containing 20% or more of 2, 4-dichlorophenoxyacetic acid, esters and salts of 2, 4-dichlorophenoxyacetic acid including preparations thereof containing the equivalent of 20% or more of 2, 4-dichlorophenoxyacetic acid *ad val.*	25%	32½%	32½%	1s. 6d. per lb.	1s. 6d. and *ad val.*	1s. 6d.
	and, in addition, temporary duties as follows: per lb.	9d.	9d.	9d.	—	7½%	10%
	and, for each 1d. or part thereof by which the f.o.b. price is less than 34d. per lb.] per lb.	1d.	1d.	1d.	1d. (Under new Item 280 (K) (1) (e))	1d.	1d.
	(*e*) 2, 4-*Dichlorophenoxyacetic acid, its salts and esters and preparations of such chemicals containing 20% or more of 2, 4-dichlorophenoxyacetic acid or the equivalent thereof* per lb. and *ad val.*	See Former Item 280 (K) (1) (e))			1s. 6d. —	1s. 6d. 7½%	1s. 6d. 10%
	and, *for each 1d. or part thereof by which the f.o.b. price is less than 34d.* per lb. per lb.				1d.	1d.	1d.

(*Continued on page 303*)

-it's Mr. Down-Under

Britain's best customer

The 13 million people who live in Australia and New Zealand buy more British goods per head than any other oveasea buyer. This richly rewarding and growing market deserves to be studied even more thoroughly by British business. Their wide network of offices throughout Australia and New Zealand enables the Bank of New South Wales to assist you to learn more about and keep in touch with this important market. A call to the Bank's Commercial Relations Officer at LONdon Wall 4020 puts them at your service.

Get to know Mr. Down-Under better—through the

BANK OF NEW SOUTH WALES

In 1817—in the early life of the Colony of New South Wales, which embraced all settlements in New Zealand and Australia—the first bank of the Colony was founded. The Bank of New South Wales—as it was naturally named—has maintained its leading role ever since, and is the largest trading bank with representation at over 1,150 locations throughout Australia and New Zealand.

Bank of New South Wales Main London Office: 29 Threadneedle St. EC2

THE FIRST BANK 'DOWN-UNDER'
ALL OVER AUSTRALIA AND NEW ZEALAND

THIS WAY UP

Teheran/Tel Aviv/Johannesburg/USA

These are some of the destinations served by EL AL's jet-fast air cargo services . . . and look at these advantages. You need little or no special packing; EL AL insurance costs are far less than by sea and the cheapest available by air; EL AL Special Commodity rates (available on application) make transportation costs far more economic than you ever believed possible. EL AL's Cargo Manager is available to advise you on all your air cargo problems. See your forwarding agent or EL AL, London Cargo Depot, MUS 1142; Manchester DEA 4208.

EL AL

AUSTRALIA, continued

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
	[(2) Dichlorodiphenyltrichlorethane and preparations containing 20% or more of dichlorodiphenyltrichlorethane *ad val.*	22½%	30%	30%	per lb.: 10d. less *ad val.* 7½%	10d. —	1s. 0d. —
	and, in addition, temporary duties as follows: per lb.	6d.	6d.	6d.			
	and, for each 1d. or part thereof by which the f.o.b. price is less than 22d. per lb.] per lb.	1d.	1d.	1d.	1c. (Under new Items 280 (K) (2) (a) and (b))	1d.	1d.
	(2) (*a*) *Dichlorodiphenyltrichlorethane* . . . . . per lb. less *ad val.*				10d. 7½%	10d. —	1s. 0d. —
	and, *for each* 1d. *or part thereof by which the f.o.b. price is less than* 22d. per lb. per lb.				1d.	1d.	1d.
	(*b*) *Preparations containing* 20% *or more of dichlorodiphenyltrichlorethane* per lb. less *ad val.*	See former Item 280 (K) (2)			10c. 7½%	10d. —	1s. 0d. —
	and, *for each* 1d. *or part thereof by which the f.o.b. price is less than* 22d. per lb. per lb.				1d.	1d.	1d.
	(3)[(b) 2, 4, 5-trichlorophenoxyacetic acid and preparations containing 20% or more of 2, 4 5-trichlorophenoxyacetic acid; esters and salts of 2, 4, 5-trichlorophenoxy-acetic acid, including preparations thereof containing the equivalent of 20% or more of 2, 4, 5-trichlorophenoxyacetic acid *ad val.*	15%	22½%	22½%	per lb. 3s.4d. less *ad val.* 7½%	3s. 4d.	3s. 9d. 7½%
	And, in addition, a temporary duty of] per lb.	1s. 3d.	1s. 3d.	1s. 3d.	and, for each 1d. or part thereof by which the f.o.b. price is less than 85d. per lb., per lb.: 1d. 1d. (Under new Item 280 (K) (3) (b))		
	(*b*) *2, 4, 5-Trichlorophenoxyacetic acid, its salts and esters and preparations of such chemicals containing* 20% *or more of* 2, 4, 5-*trichlorophenoxyacetic acid or its equivalent* . . . . . per lb. less *ad val.*	See former Item 280 (K) (3) (b))			3s. 4d. 7½%	3s. 4d. —	3s. 9d. —
	and, *for each* 1d. *or part thereof by which the f.o.b. price is less than* 85d. per lb. per lb.				1d.	1d.	1d.
	[(6) Sodium pentachlorophenate, but not including goods covered by Item 269 (A) or which but for this item would be covered by Item 269 (A) . . . *ad val.*	Free	7½%	7½%	25%	32½%	35%
	And, in addition, temporary duties as follows . . . . . per lb.	7d.	7d.	7d.	—	—	—
	and, for each 1d. or part thereof by which the f.o.b. price is less than 30d. per lb. per lb.	1d.	1d.	1d.	— (Under new Items 280 (K) (7) (a) and (K) (7) (b))	—	—
	(7) Orthodichlorobenzene, but not including goods covered by Item 269 (B) or which but for this item would be covered by Item 269 (B) . . . . . *ad val.*	Free	7½%	7½%	per lb. 3d. less *ad val.* 7½%	3c.	3d.
	And, in addition, temporary duties as follows . . . . . per lb.	2d.	2d.	2d.	and, for each 1d. or part thereof by which the f.o.b. price is less than 10d. per lb., per lb.: 1d. 1d. (Under new Items 280 (K) (8) (a) and (K) (8) (b))		
	and, for each 1d. or part thereof by which the f.o.b. price is less than 11d. per lb.] per lb.	1d.	1d.	1d.			
	(6) (*a*) *Paradichlorobenzene* . . . . . per lb. and *ad val.*				7d. —	7d. 7½%	7d. 10%
	and, *for each* 1d. *or part thereof by which the f.o.b. price is less than* 12d. per lb. per lb.				1d.	1d.	1d.
	(*b*) *Preparations in which paradichlorobenzene is the essential constituent* . per lb. and *ad val.*	See former Item 280 (K) (1) (b))			7d. —	7d. 7½%	7d. 10%
	and, *for each* 1d. *or part thereof by which the f.o.b. price is less than* 12d. per lb. per lb.				1d.	1d.	1d.
	(7) (*a*) *Pentachlorophenol; sodium pentachlorophenoxide* . . . . . *ad val.*	Various			25%	32½%	35%
	(*b*) *Preparations in which either or both pentachlorophenol and sodium pentachlorophenoxide are the essential constituents* . . . . . *ad val.*	(Under former Items 280 (K) (1) (d) and (K) (6) and Item 269 (A))			25%	32½%	35%
	(8) (*a*) *Orthodichlorobenzene* . . . . . per lb. less *ad val.*				3c. 7½%	3d. —	5d. —
	and, *for each* 1d. *or part thereof by which the f.o.b. price is less than* 10d. per lb. per lb.				1d.	1d.	1d.
	(*b*) *Preparations in which orthodichlorobenzene is the essential constituent* . per lb. less *ad val.*	Various (Under former Items 280 (K) (7) and Item 269 (B))			3d. 7½%	3d. —	5d. —
	and, *for each* 1d. *or part thereof by which the f.o.b. price is less than* 10d. per lb. per lb.				1d.	1d.	1d.

Note: Specific rates are shown in Australian currency: £A125 = Sterling £100.

ECLIPSE . . .
the first name for magnetic tools
over 70% of the total production is exported
Made by James Neill & Co. (Sheffield) Ltd. and obtainable from all tool distributors
Eclipse

JAPAN

Tariff changes

THE JAPANESE GOVERNMENT have announced a small number of changes in their Tariff in Import Announcement No. 186, effective from January 11.

Full details are available from Export Services Branch, Board of Trade, Hillgate House, London, E.C.4. (Tel. City 5757, Ext. 458, 459, 461).

PAKISTAN

Import licensing policy for January to June, 1964

AN ADVANCE notice of Pakistan import policy for January to June, 1964 was published in the *Board of Trade Journal* on January 10, 1963 (page 126). Full details of this policy have now been received and can be obtained from Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). The full details of the new policy are not being published but it is very similar to the policy in force for the previous licensing period and some of its main features are as follows:

(1) Marine diesel engines and spares have been added to the list of articles which can be imported under OGL arrangements.
(2) Certain iron and steel items are to be imported free of import control but these are to come from aid sources.
(3) Initial licences for books will be 300 per cent of the category and repeat licences will be available at 100 per cent of the category. Scientific journals and magazines which universities and other research people require, will in future be importable on a 'request basis'.
(4) Stationery has been placed exclusively on the list of items importable only under the Bonus Voucher scheme, and this also applies to building materials.

Thinking about new markets?

Think about AUSTRALIA

LET US HELP WITH YOUR THINKING. Our Information Department is maintained to answer promptly any enquiries, and also to distribute the Bank's own publications, specially prepared to meet the needs of Businessmen, Investors, Travellers and Intending Settlers alike. All freely available.

These include:

"Monthly Summary of Australian Conditions"
"Australia—A Guide for New Companies"
"Australia—A Guide for Newcomers"
"Australia—A Guide for Portfolio Investors"

Please write, call or telephone

The National Bank of Australasia Ltd

Incorporated in the Commonwealth of Australia

Chief London Office: 6-8 Tokenhouse Yard, EC2
Telephone: MONarch 8070

Head Office: 271-285 Collins Street, Melbourne

950 OFFICES . CONSOLIDATED ASSETS EXCEED £450,000,000

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Assets

H.M. CONSULATE-GENERAL in Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by April 10.

District of Lourenço Marques
Nalini Naran, Mohan Singh Gujral.

District of Manica and Sofala
Amthalal Jiva Nayer, Babu Mangaljee, Bawamiya Habibmiya, Bhima Bhana, Dahya Govan, Dhansuklal Tuljaram Dalal (heirs), Gandalal Govind, Jagjivan Vallabhdas, Jhaverilal Naran, Jivanbhai Govindji, Kalidas Shiva, Magan Bhana, Matimanji Nagarji Vedanlankarv, Mavji Narandas, Moamed Salé, Narandas Laxmidas, Naranji Khusal Patel, Narci Deva Parmar, Ranchod Parage, Ranchordas Parshotan, Ramji Purshotam, Ranchod Mangalje, Shamji Vashram, Trikandas Gordhandas, Virjee Dood, Vithaldas Premji, Kashibai Vageshanker Prabhashanker Oza, Dhaniven Bhula Lala.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Victoria 7877, Ext. 2340).

CONGO REPUBLIC (LEOPOLDVILLE)

Outstanding commercial debts to British exporters

THE CONGOLESE Monetary Council in Leopoldville have asked for details of all British exports to the Congo made before **October 3, 1960** for which payment is still outstanding.

Exporters having such outstanding commercial debts should supply the following details:

(a) Full name of United Kingdom creditor
(b) Full name of Congolese debtor
(c) Total amount outstanding in sterling
(d) Date payment due
(e) Nature of consignment
(f) Proof of importation into Congo and of non-payment. For this, the exporter should provide a copy of Congolese Customs Import Certificate ('Mise en Consummation'), bills of lading and a chartered accountant or banker's certificate of non-payment.

The information should be sent to the Board of Trade, Commercial Relations and Exports Department, Room 354, 1 Victoria Street, London, S.W.1 by February 21, 1964. The information as supplied will be forwarded to the British Embassy in Leopoldville for transmission to the Congolese Monetary Council.

REPUBLIC OF SOUTH AFRICA

Weights and Measures Act, 1958

GOVERNMENT NOTICE No. R.6, published in the Republic of South Africa *Government Gazette* of January 3, amends the regulations promulgated under the Weights and Measures Act, 1958.

Two amendments, which may be of interest to exporters, are as follows:

1. Mixtures of instant coffee and chicory have been added to the list of goods in containers or packages to be sold by weight and in prescribed quantities. These mixtures may be sold only in the following quantities: 1½ ozs.; 3 ozs.; 6 ozs.; 9 ozs.; 12 ozs.; 15 ozs.; 1¼ lb.; 2 lb.; or an integral multiple of 1 lb. over 2 lb., provided that containers holding less than 1½ ozs. may be of any weight.
2. Black adhesive insulating tape (friction tape) made up in rolls is required to be sold by measure of length, and the rolls or their containers must be marked with the length and width of the contents.

ZANZIBAR

Invoicing procedure

NOTICE HAS BEEN received of the issue, by the Comptroller of Customs, of revised rules relating to the invoicing of goods which are liable to duty at an *ad valorem* rate on importation into Zanzibar.

A copy of the rules may be inspected on application to the Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4, quoting reference CRE 965R.

GHANA

Notice to Importers No. 243

THE GHANA Controller of Imports and Exports announces, in the *Ghana Commercial and Industrial Bulletin* of January 20, 1964, the introduction of the following additional new Open General Import Licences:

OPEN GENERAL IMPORT LICENCE No. IV
(a) Exercise books, registers, diaries and calendars and children's books.
(b) The following office and stationery supplies:
Artist colours.
Ruled or square papers.
Envelopes, writing and typewriting papers (all kinds).
Office pins.
Paper clips.
Pen nibs.
Writing and designing ink.
Date stamps (rubber) including pads.
Typewriter ribbons and similar ribbons.
Sealing wax.
Copying paste (for duplicators).
Erasers (rubber).
Note books.
Slides for files.
Penholders.
Pencils.
Crayons.
Slates (for writing).
Painting brushes.
Blotting paper.
Carbon paper.
Rulers.
Cash books.
Accounts books as analysis memorandum, manuscript.
Flush.
Bank cheque books.
Drawing books.
All kinds of files including indexes and backs for files.
Ring books and refills.
Perforators and staples.
Pencil sharpeners (machines).
Office and school bells.
Stamping and marking ink.
Correcting fluids.
Office glues.
Stencils for duplicators.
Signature portfolios.
Drawing boards.
Drawing instruments.
Compass sets.
Slide rulers.
Hemp ball twine.
Coloured twine.
Desk calendars and refills.
Ball pens and refills.
Fountain pens.
Transparent tape including dispenser.
Gummed tapes.
Reference cards.
Reinforcing washers.
Rubber bands.
Letter scales.
School chalks.
Tracing paper and cloth.
Photo corners.
Greaseproof paper.
Postage stamp albums.

OPEN GENERAL IMPORT LICENCE No. V
(a) Animal feeds.
(b) Poultry (chicken) parts.
(c) Margarine.
(d) Baking yeast and baking powder.
(e) Cocoa powder, cocoa malted food, chocolate and chocolate preparations.

OPEN GENERAL IMPORT LICENCE No. VI
(a) Fishing gear – fishing ropes, cords, twine, nets, cork floats, rods and parts and lead.
(b) Grass mats.
(c) Fertilizers.

OPEN GENERAL IMPORT LICENCE No. VII
(a) Rails and railway track construction materials.
(b) Locks, padlocks, hinges and catches.
(c) Needles, pins, hooks and eyes.
(d) Razors and razor blades.
(e) Buttons and slide fasteners.

OPEN GENERAL IMPORT LICENCE No. VIII
(a) Disinfectants, insecticides, fungicides and antiseptics.
(b) Orthopaedic appliances, artificial parts of body and fracture appliances.
(c) Medicinal and pharmaceutical products.
(d) Toilet and medicated soaps, cleansing and polishing preparations (excluding common soap – Item 554-120).

Importers are, however, warned that before placing orders for the importation of disinfectants, insecticides, fungicides, antiseptics and medicinal and pharmaceutical products they must obtain permit from the Pharmacy Board, Ministry of Health, P.O. Box M.44, Accra.

OPEN GENERAL IMPORT LICENCE No. IX
Live animals for food except cattle.

Any Import Licences issued in 1964 for any of the commodities listed above are hereby cancelled. Importers are kindly requested to return the Import Licences in their possession.

SIERRA LEONE

General Import Licence No. 1 of 1964

UNDER the above notice published in the *Sierra Leone Gazette* of January 16 as Government Notice No. 37, all goods of United Kingdom origin may be imported into Sierra Leone from the United Kingdom with the exception of the revised list of items given below for which import licences are required:

CUSTOMS *Classification*	SCHEDULE *Items*
025-000	Eggs.
001-100	Cattle.
011-000	Meat fresh chilled or frozen (chicken only).
042-000	Rice.
292-000	Seeds, bulbs and plants.
512-249	Alcohol (ethyl, alcohol), not denatured including methylated spirits.
541-100	Bacteriological products, sera, vaccines.
541-300	Penicillin, streptomycin and other antibiotics.
541-400	Opium, alkaloids, cocains and other alkaloids and salts, and their derivatives and preparations.
541-990	Medicinal and pharmaceutical products, n.e.s.
571-110	Gunpowder.
571-120	Blasting explosives, other than gunpowder.
571-400	Hunting or sporting ammunition.
661-200	Cement.
571-190	Propellant powders and prepared explosives, n.e.s.
571-200	Fuses, primers, detonators, and percussion caps.
681-100	Silver, unworked and partly worked.
897-100	Jewellery containing gold.
894-310	Rifles.
951-020	Shot guns.
951-050	Revolvers and pistols, firearms, humane killers, sidearms.
951-060	Ammunitions, smallarms.
221-300	Palm kernel.
422-200	Palm oil.
221-120	Groundnuts.
071-120	Coffee.
075-291	Ginger.
682-200	Copper tubes.
221-810	Benniseed.
894-320	Ordnance, n.e.s., including cap guns, flint-lock guns.
XII-000	Gold coin and bullion, unrefined gold and partly worked gold.
X21-100	Current Notes of Sierra Leone circulation.
X21-200	Current Notes other than Sierra Leone circulation.
X21-400	Current coins other (excluding gold).

Notes:
(a) Imports covered by this Licence are subject to the condition that the importer produces at the time of import a Certificate of Origin in respect of the goods in the form required for entry of goods under the Customs Tariff Act or such other form as the Comptroller of Customs may from time to time approve.
(b) Importers are reminded that the issue of an open General Licence does not relieve traders from complying with other regulations to which certain goods are subject. In their own interest traders should make enquiries from the Ministry of Trade and Industry about such regulations before arranging importation.

WEST AFRICA
THE NEXT TEN YEARS
TWO-DAY CONFERENCE

to consider the prospects of British trade and capital investment in the English and French speaking West African countries for the next ten years.

To be held on

March 10 - 11, 1964

at the

CONNAUGHT ROOMS,
Great Queen Street, London, W.C.2

Details from:
The Secretary, FEDERAL TRUST, 20 YORK STREET, LONDON, W.1
Tel.: WELbeck 9150

NIGERIA

Customs drawback amendment

LEGAL NOTICE No. 8 of 1964 published in the Nigerian Federal Republic *Official Gazette* dated January 16, 1964, amends with effect from January 16, the Drawback (Customs) Regulations 1959, by the deletion of the Schedule thereto and the substitution therefor of the following:

SCHEDULE
Drawback on Imported Goods used in Manufacture in Nigeria.

Imported material	Conditions for grant of drawback	Amount of drawback
(1) All imported goods . . .	(a) Used in the manufacture of goods exported from Nigeria.	100 per cent of the import duty paid.
	(b) Used in the local manufacture of goods specified by the Board which are purchased by, and are for the official or personal use of, organizations or persons entitled to duty-free importation of similar or identical goods.	100 per cent of the import duty paid.
(2) Paper	Used in the manufacture of goods supplied for educational purposes to educational establishments recognized by the Chief Federal Adviser on Education.	100 per cent of the import duty paid.
(3) Imported manufactured tobacco in respect of which there has been paid an import duty of not less than 24s. per pound weight.	Used in the manufacture of cigarettes by tobacco manufacturers.	8s. 9d. per pound weight.

Note

The purpose of these regulations is to encourage local manufacture of goods for the use of organizations or persons entitled to duty-free importation of materials needed for the manufacture of such goods. These regulations allow of drawback of any import duties paid on such materials.

LEBANON

Customs tariff amendments

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

(1) The rate of duty on roller brushes for use in industrial machines has been reduced from 25 per cent to 1 per cent *ad valorem*.
(2) The reduced rate of 5 piastres per piece now applies to 'paperboard boxes for the packing of fruits and vegetables' instead of to 'corrugated paperboard boxes, perforated for ventilation, of a capacity of 30 cubic metres or more' as hitherto.
(3) The basis of collection of duty on walnuts and hazelnuts has been changed from specific to *ad valorem*.
(4) The rate of duty on dried grapes has been raised to 25 piastres per K.N. and the duty is not to be less than 50 per cent *ad valorem*.

Any inquiries about the above notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460).

ALGERIA

Trading arrangements and organizations

THE NOTICES in the *Board of Trade Journal* of July 26 and August 23, 1963, under the above heading gave particulars of commodities for which the Algerian *Office National de Commercialization* (ONACO) is responsible.

To these should now be added olive oil, which has been dealt with exclusively by this organization since December 15 last.

Inquiries regarding this notice should be addressed to Commercial Relations and Exports Department, Room 348, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2334).

Industrialists visit COI

This group of industrialists recently spent a working session at the London headquarters of the Central Office of Information, where they took part in discussions on its export publicity services. The group was received and introduced to the work of the Office by Mr. Donald Kerr, Controller (Overseas).

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

NORTHERN RHODESIA

Suspensions of duty

NOTICE WAS GIVEN in the *Board of Trade Journal* of January 31 (pages 235-7) of amendments effected to the Northern Rhodesia Customs Tariff.

Simultaneously with these amendments the Customs and Excise (Suspension) Regulations, 1964, issued as Northern Rhodesia Government Notice No. 15, revoked the Customs and Excise (Suspension) Regulations of 1963, published in Federal Government Notice No. 233 of 1963 as amended and provided for the following:

(1) suspension of duties to the extent shown in the First Schedule to this Notice;
(2) suspension of duties to the extent shown in the Second Schedule to this Notice, in respect of those goods mentioned which have been grown, produced or manufactured in any colony being part of Her Majesty's dominions, any territory administered by the Government of the United Kingdom under the trusteeship system of the United Nations, any British protectorate or British protected state, Jamaica, Malaya, Tanganyika, Trinidad and Tobago or Uganda;
(3) total suspension of duties in Column D of the customs tariff in respect of goods grown, produced or manufactured in Southern Rhodesia or Nyasaland *with the exception of* goods described in the Third and Fourth Schedules to this Notice;
(4) suspension of duties in Column D of the customs tariff to the extent shown in the Third Schedule to this Notice, in respect of goods grown, produced or manufactured in Southern Rhodesia or Nyasaland, provided that such duties shall be totally suspended in respect of goods imported in quantities specially authorized by the Minister;
(5) suspension of duties in Column D of the customs tariff to the extent shown in the Fourth Schedule to this Notice, in respect of goods grown, produced or manufactured in Southern Rhodesia or Nyasaland;
(6) total suspension of duties in respect of certain used effects, to be approved by the Controller of Customs, imported or re-imported from Southern Rhodesia or Nyasaland during 1964.

FIRST SCHEDULE

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
15 (a) (ii)	Wheat: ground or otherwise prepared	Free	Free	Free	Free
Ex 15 (b) (ii)	Barley, malted *ad val.*	5%	Free	Free	Free
Ex 15 (e) (i)	Rice paddy *ad val.*	15%	5%	5%	Free
Ex 43 (a)	Sugar:				
	(iii) Granulated and other forms, n.e.e., including white mill sugar *ad val.*	10%	Free	Free	Free
Ex 71	Lace (not including woven, crocheted or knitted ware) and embroidery:				
	(a) Lace and embroidery: in the piece or in the form of insertions or medallions, n.e.e. *ad val.*	20%	20%	20%	10%
Ex 73 (d)	Elastic, covered; and ribbons *ad val.*	10%	5%	Free	Free
Ex 73 (d)	Trouser hooks and bars *ad val.*	7½%	Free	Free	Free
Ex 75 (2)	Plastic sheets of a width exceeding nine feet (other than sheeting in the piece or in the length) and plastic tents; on condition that:				
	(a) the plastic sheets or plastic tents are imported or taken out of bond solely for use in fumigation against insect pests; and				
	(b) when entering the plastic sheets or plastic tents on importation or removal from bond, the importer signs a certificate in the body of the relative bill of entry to the effect that the plastic sheets or plastic tents are intended for use in the fumigation of insect pests and that, if they are used otherwise or disposed of in the Territory, the full duty will be paid to the Controller on the quantity so used or disposed of *ad val.*	15%	10%	10%	Free
Ex 76	Piece-goods, woven, knitted, crocheted or felted, n.e.e.:				
	(a) Containing more than 40% of wool *ad val.*	40%	20%	20%	5%
	(b) Containing more than 50% of silk, n.e.e. *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 0d.	£0 0s. 3½d. whichever duty shall be the greater.	£0 0s. 3½d.	—
	(c) Containing more than 50% of cotton, n.e.e.:				
	(i) Containing 100% of cotton:				
	(A) Corduroy *ad val.*	40%	20%	20%	7½%
	(B) Dyed, as defined in Note (1) to this item, in a drill, twill, sateen or satin weave:				
	Weighing less than 4 oz. per square yard and of a free-on-board value, exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	7½%
	or per sq. yd.	£0 1s. 3d.	£0 0s. 6d. whichever duty shall be the greater	£0 0s. 6d.	£0 0s. 2d.
	(C) Printed, as defined in Note (2) to this item:				
	Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	7½%
	(D) Manufactured from coloured yarns, as defined in Note (3) to this item:				
	Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	7½%
	(E) In the loom state commonly known as grey cloth, and bleached cloth, as defined in Note (4) to this item:				
	Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	7½%
	or per sq. yd.	£0 1s. 3d.	£0 0s. 6d. whichever duty shall be the greater.	£0 0s. 6d.	£0 0s. 2d.
	(F) Other:				
	Not being knitted: weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	7½%
	(ii) Containing less than 100% of cotton:				
	(A) Corduroy *ad val.*	40%	20%	20%	5%
	(B) Dyed, as defined in Note (1) to this item, in a drill, twill, sateen or satin weave:				
	Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 3d.	£0 0s. 6d. whichever duty shall be the greater	£0 0s. 6d.	£0 0s. 1½d.
	(C) Printed, as defined in Note (2) to this item:				
	Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
	(D) Manufactured from coloured yarns, as defined in Note (3) to this item:				
	Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
	(E) In the loom state, commonly known as grey cloth, and bleached cloth, as defined in Note (4) to this item:				
	Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 3d.	£0 0s. 6d. whichever duty shall be the greater.	£0 0s. 6d.	£0 0s. 1½d.
	(F) Other:				
	Not being knitted: weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
	(d) Containing more than 50% of flax, n.e.e.:				
	Weighing less than 4 oz. per square yard *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 0d.	£0 0s. 3½d. whichever duty shall be the greater.	£0 0s. 3½d.	—
	(f) Other, n.e.e.:				
	(i) Corduroy *ad val.*	40%	20%	20%	5%
	(ii) Printed, as defined in Note (2) to this item:				
	Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%

NORTHERN RHODESIA, continued

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
	(iii) Manufactured from coloured yarns, as defined in Note (3) to this item: Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
	(iv) Other, in a drill, twill, sateen or satin weave: Weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
	(v) Other: Not being knitted: weighing less than 4 oz. per square yard and of a free-on-board value exceeding 1s. 6d. per square yard *ad val.*	40%	20%	20%	5%
	Notes: (1) Dyed cloth means fabric which has been dyed a uniform colour or manufactured from dyed yarns or mixtures of dyed and undyed yarns so as to produce a uniform colour, but for the purpose of this definition, a dye shall not include a fugitive colour or dye. (2) Printed cloth means: (a) fabric which has been subjected to any process of printing whereby there is printed on it a design or pattern covering the whole of the surface of the fabric or a substantial portion of it; or (b) fabric which has been woven from yarns which have been subjected to any process of printing resulting in a fabric bearing a design or pattern over the whole of its surface or over a substantial portion of it. For the purpose of this definition the term 'printed' excludes material printed on the reverse side only and material printed on either side with only fugitive colours or dyes. (3) Cloth manufactured from coloured yarns means a fabric manufactured from dyed or dyed and undyed yarns so as to produce a distinct figure, design or pattern in two or more colours or shades of colours over the whole surface of the cloth or a substantial portion of it. (4) Bleached cloth means a fabric bleached in the piece or woven from bleached yarns but excludes cloth as defined in Notes (1), (2) and (3).				
Ex 82 (1)	Aircraft of a maximum loaded weight not exceeding 5,000 lb., and flight simulators for aircrew training *ad val.*	20%	Free	Free	Free
Ex 82 (1)	Aircraft for use in aerial surveys or in geological searches for minerals if imported after March 31 in any year and exported before December 1 in the same year *ad val.*	20%	Free	Free	Free
Ex 82 (1)	Spare parts *ad val.*	20%	5%	Free	Free
Ex 86 (1) (a) (i)	Bicycles of a frame size not exceeding 16 inches *ad val.* Note. – The frame size is deemed to be the measurement from the bottom bracket axle to the top of the seat tube.	100%	30%	20%	10%
Ex 89 (c)	Buffers, moulded rubber, being truck or tub components, imported separately *ad val.*	10%	5%	Free	Free
Ex 102 (a)	Aluminium basins, bowls, plates and saucers *ad val.* or each	30% £0 1s. 6d.	20% £0 1s. 0d.	20% £0 1s. 0d.	10% —
		whichever duty shall be the greater.			
Ex 102 (b)	Aluminium mugs and cups *ad val.* or each	30% £0 1s. 0d.	20% £0 0s. 8d.	20% £0 0s. 8d.	10% —
		whichever duty shall be the greater.			
Ex 102 (c)	Other aluminiumware *ad val.*	30%	20%	20%	10%
Ex 108 (a)	Rifle barrels, single *ad val.*	30%	20%	20%	10%
Ex 119 (2)	Traffic control beacon signals *ad val.*	20%	12½%	10%	Free
Ex 121	Copper sheets *ad val.*	10%	Free	Free	Free
Ex 122 (1)	Iron and steel: (a) Pig iron *ad val.*	10%	5%	Free	Free
	(b) (i) Flat or in coils, corrugated or channelled, being galvanized; corrugated or channelled, uncoated or rough coated to prevent rust: of a thickness of not less than ·0196 inch but less than ·125 inch *ad val.*	10%	5%	Free	Free
	(b) (ii) Flat or in coils, with plain surface, uncoated or rough coated to prevent rust: of a thickness of not less than ·0196 inch but not more than ·25 inch *ad val.*	10%	5%	Free	Free
	(c) (i) (D) Channel, of a flange size of 3 inches and a web size of 4 inches *ad val.*	10%	5%	Free	Free
	(c) (i) (E) Angles, equal, of flange sizes of not less than 1 inch and not more than 4 inches, and of a thickness of not less than ·104 inch and not more than ·125 inch *ad val.*	10%	5%	Free	Free
Ex 134 (f) (ii)	Copper piping and tubing *ad val.*	10%	Free	Free	Free
Ex 154 (c) (ii)	Radio parts, imported in a completely knocked down condition so that no two parts are in an assembled condition, but excluding valves, transistors and television cathode ray tubes *ad val.*	25%	15%	15%	Free
Ex 171 (e)	Waste glass (cullet)	Free	Free	Free	Free
Ex 212	Glacial acetic acid *ad val.*	10%	Free	Free	Free
Ex 231 (1)	Milking salves and creams *ad val.*	10%	Free	Free	Free
246 (1)	Substances for the prevention or destruction of weeds or pests, including sheep and cattle dips and dipping powders and materials suitable only for dip; substances for the prevention or cure of diseases in plants or trees, including wetting preparations, n.e.e., and spreaders, n.e.e., in liquid or powder form used in conjunction with spray fluids; arsenic pentoxide, arsenious oxide, calcium arsenate, carbon disulphide, copper sulphate, copper tartrate, lead arsenate, sodium arsenite, sodium fluoride and zinc sulphate *ad val.*	10%	Free	Free	Free
Ex 260	Rubber tyres and tubes: (a) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps: (L) Other: In sizes and marked 7 x 9; 18 x 7; 23 x 5; 23 x 7; 25 x 6; 27 x 6; 29 x 7; 29 x 8; 31 x 9; 20 x 4; 12½ x 2½; 14 x 2½; 20 x 2½; 16 x 3; 20 x 3; 18 x 4; 32 x 5; 33 x 5½; 11.00–12; 125/440 x 12; 440 x 12; 560–12; 600 x 12; 700 x 12; 145 x 13; 4·50–13; 670/725–13; 700/725 x 13; 700 x 13; 10·50–13; 600 x 14; 155 x 15; 155 x 15–155 x 380; 165 x 15; 165 x 15–165 x 380; 185 x 15; 185 x 15–185 x 380; 4·50 x 15; 5·5 x 15; 500/525/560–15; 560 x 15; 29 x 7/7·50–15; 820–15; 10·0 x 16; 7–17·5; 135 x 305; 135 x 330; 145 x 330X; 8·10 x 90; 1600–20; 2·75 x 21 and D 22Y per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(b) (ii) Tubes, n.e.e., other: (L) Other: In sizes and marked 7 x 9; 18 x 7; 20 x 4; 23 x 5; 23 x 7; 25 x 6; 27 x 6; 29 x 7; 29 x 8; 31 x 9; 12½ x 2½; 14 x 2½; 20 x 2½; 16 x 3; 20 x 3; 18 x 4; 32 x 5; 33 x 5½; 125/440–12; 440 x 12; 600 x 12; 700 x 12; 11·00–12; 4·50–13; 670/725–13; 670/700/725–13; 700 x 13; 10·50–13; 600 x 14; 670–14; 4·50–15; 5·0/520–15; 500/525/560–15–165/380; 560 x 15; 155–15; 5·20–15; 5·0–15; 5·5–15; 145 x 380; 125 x 380; 125 x 380–135 x 380–145 x 380 (15); 29 x 7/7·50–15; 650/670/710–15; 650/670/700/710/760–15; 135 x 305; 145 x 330; 155–400; 165–400; 8·10 x 9; 10·0 x 16; 2·75 x 21; D 22Y; 135 x 380 (15) and 145 x 380 (15) per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
Ex 279 (a)	Round logs of a free-on-board value exceeding 4s. per cubic foot; stripped of bark and roughed down but not further treated *ad val.*	5%	Free	Free	Free
Ex 282	Bags, paper and transparent cellulose, printed or not printed: (c) Other, of metallic paper, or paper-backed metallic foil *ad val.*	20%	10%	Free	Free
285 (3)	Reels, including centres and cones, for packing, n.e.e. *ad val.*	10%	Free	Free	Free
Ex 287	Cardboard and similar boards, and paper, including linen board, leather board, fibre board, strawboard, and millboard, but excluding building and similar boards and bituminized and similar papers: not being printed, ruled or lithographed matter: weighing more than 45 lb. per 1,000 square feet but not more than 180 lb. per 1,000 square feet, or weighing more than 400 lb. per 1,000 square feet: of a free-on-board value exceeding £80 per ton of 2,000 lb. *ad val.*	15%	5%	Free	Free
Ex 295 (4)	Kraft paper (printed), coated with both wax and polythene *ad val.*	10%	Free	Free	Free
Ex 295 (7)	Unprinted paper strip, not exceeding 1 inch in width, coated with both vinyl plastic and with thermo-plastic or gutta percha adhesive backing *ad val.*	20%	10%	10%	Free
Ex 295 (7)	Cellulose wadding *ad val.*	10%	Free	Free	Free
Ex 296 (1) (f)	Kraft paper (printed), coated with both wax and polythene *ad val.*	10%	Free	Free	Free
Ex 331 (1)	Soderberg carbon paste *ad val.*	5%	Free	Free	Free
Ex 331 (1)	Brass lead mouldings *ad val.*	5%	Free	Free	Free
Ex 331 (2)	Tube or pipe steel, chamfered and crimped *ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Fortified or vitaminized limestone flour suitable for the fortification of maize meal *ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Ice	Free	Free	Free	Free
Ex 331 (2)	Fresh milk, including pasteurized milk but excluding sterilized milk *ad val.*	10%	2½%	Free	Free
Ex 331 (2)	Chlorine gas *ad val.*	10%	2½%	Free	Free
Ex 331 (2)	Fluxes and other auxiliary preparations, n.e.e., in bulk, designed solely for use in soldering, brazing or welding *ad val.*	20%	12½%	10%	Free

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 331 (2)	Zinc plate and sheet, coated and polished, of a type suitable for use in lithographic process engraving *ad val.*	10%	5%	Free	Free
Ex 331 (2)	Tarpaulin dressings, excluding bitumen based dressings, used for waterproofing *ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Metal welding electrodes, n.e.e. *ad val.*	10%	5%	Free	Free
Ex 331 (2)	Mosa fibre	Free	Free	Free	Free
Ex 331 (2)	Alkylates, n.e.e., suitable for use in the manufacture of anionic detergents *ad val.*	20%	12½%	10%	Free

SECOND SCHEDULE

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 65	Clothing, the cloth content (excluding collar and cuff interlinings) of which, except in the case of overcoats, consists entirely of pure silk piece-goods:				
	(e) Women's and girls' outer garments, n.e.e.:				
	(i) Dresses:				
	(A) Measuring more than 28 inches from shoulder to hem *ad val.*	40%	30%	20%	20%
	or per garment	£0 10s. 0d.	£0 7s. 6d.	£0 7s. 6d.	£0 7s. 6d.
	less *ad val.*	—	—	10%	10%
			whichever duty shall be the greater.		
	(B) Other *ad val.*	40%	30%	20%	20%
	or per garment	£0 5s. 3d.	£0 4s. 0d.	£0 4s. 0d.	£0 4s. 0d.
	less *ad val.*	—	—	10%	10%
			whichever duty shall be the greater.		
	(f) (ii) Other underwear:				
	(A) Bloomers, panties and similar garments of a waist measurement of 23 inches or more *ad val.*	40%	30%	20%	20%
	or per garment	£0 1s. 7½d.	£0 1s. 0½d.	£0 0s. 10d.	£0 0s. 10d.
			whichever duty shall be the greater.		
	(B) Petticoats and slips *ad val.*	40%	30%	20%	20%
	or per garment	£0 3s. 0d.	£0 2s. 0d.	£0 1s. 0½d.	£0 1s. 0½d.
			whichever duty shall be the greater.		
	(D) Other *ad val.*	40%	30%	20%	20%
	or per garment	£0 1s. 0½d.	£0 0s. 7½d.	£0 0s. 5d.	£0 0s. 5d.
			whichever duty shall be the greater.		
	(g) Shirts:				
	(i) Of woven material, of a chest measurement of 30 inches or more *ad val.*	40%	30%	20%	20%
	or per garment	£0 8s. 0d.	£0 5s. 0d.	£0 3s. 9d.	£0 3s. 9d.
			whichever duty shall be the greater.		
	(h) Dressing gowns, including kimonos, housecoats and bed jackets *ad val.*	40%	30%	20%	20%
	(i) Overcoats, dustcoats and mackintoshes, including rain capes and leggings therefor:				
	(i) Overcoats, excluding waterproof clothing *ad val.*	40%	30%	20%	20%
	(m) All other:				
	(ii) Nightdresses, nightshirts and pyjamas *ad val.*	40%	30%	20%	20%
Ex 70	Ladies' fully fashioned nylon stockings *ad val.*	40%	25%	10%	10%
Ex 73 (d)	Buckles; combs; measuring tapes, textile; needles; pins; table cloths and table napkins manufactured wholly of flax or from cloth containing 100% of flax; textile sets for dressing tables *ad val.*	30%	22½%	10%	10%
Ex 76	Piece-goods:				
	(b) Containing 100% of silk *ad val.*	40%	20%	5%	5%
	or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 1½d.	£0 0s. 1½d.
			whichever duty shall be the greater.		
	(d) Containing 100% of flax *ad val.*	40%	20%	5%	5%
	or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 1½d.	£0 0s. 1½d.
			whichever duty shall be the greater.		
Ex 99	Razors, excluding electric razors and shavers *ad val.*	40%	25%	10%	10%
Ex 113	Padlocks *ad val.*	30%	22½%	10%	10%
Ex 297 (c) (i	Pens; pencils, including mechanical pencils; pencil leads; and rubber erasers *ad val.*	30%	22½%	10%	10%
Ex 331 (2v)	Artificial flowers, fruit or foliage; candle-sticks, n.e.e.; cinematograph screens; clothes pegs; measuring tapes, reels or rules; straightedge steels, not graduated; slide hand viewers, including battery operated; and spectacle cases *ad val.*	30%	22½%	10%	10%
Ex 331 (2)	Ornaments, wooden or metal *ad val.*	30%	22½%	10%	10%
Ex 331 (2)	Watch straps, excluding plated metal or leather watch straps *ad val.*	30%	22½%	10%	10%
Ex 331 (2)	Umbrellas and parasols *ad val.*	30%	22½%	10%	10%
Ex 331 (2)	Fans, hand *ad val.*	30%	22½%	10%	10%
Ex 331 (2)	Vacuum flasks and jugs, complete *ad val.*	30%	22½%	10%	10%

THIRD SCHEDULE

NOTE 1. – Duties in respect of the undermentioned goods, grown, produced or manufactured in Southern Rhodesia or Nyasaland, are suspended to the effective rates shown.

NOTE 2. – Duties in respect of the undermentioned goods, grown, produced or manufactured in Southern Rhodesia or Nyasaland are totally suspended when imported in quantities specially authorized by the Minister.

	Item	Effective Rates	
Ex 61	Blankets and raw blanketing of a value for duty purposes not exceeding 4s. 2d. per lb.	per lb.	£0 0s. 5d.
Ex 65	(d) Ready-made trousers, slacks, jeans and shorts:		
	(i) Shorts *ad val.*		10%
	(ii) Other, including slacks and jeans *ad val.*		10%
	(i) Overcoats, dustcoats and mackintoshes, including rain capes and leggings therefor:		
	(ii) Dustcoats *ad val.*		10%
	(iii) Other *ad val.*		10%
	(m) All other:		
	(i) Boiler suits *ad val.*		10%
77 ex	(2) Mattresses *ad val.*		5%
110	(1) Furniture, metal, n.e.e. *ad val.*		5%
118	(b) Mining, including underground yielding arches; slime pumps and accessories therefor; mine head frames; but excluding sets and guides and other structural ironwork or steelwork:		
	(i) Single castings of iron or steel each not exceeding 10,000 lb. in weight; namely: liners for ball, tube, rod and hammer mills and chutes, hammers for hammer mills, and jaws, wearing plates and liners for stone crushers and ore crushers *ad val.*		10%
	(c) Manufacturing and industrial, including machinery for power laundries; and steel shuttering and fittings, n.e.e., for concrete construction work; but excluding structural ironwork or steelwork:		
	(i) Single castings of iron or steel each not exceeding 10,000 lb. in weight: namely: liners for ball, tube, rod and hammer mills and chutes, and hammers for hammer mills (excluding hammers for grain mills) *ad val.*		10%
122 ex	(2) Windows and doors, insect screens and window and door frames: steel *ad val.*		10%
147	(1) Traction engines and steam wagons; stone crushers (not being mining machinery), and mechanical stone driers; road rollers, road scarifiers, bull and angle dozers, and mechanical road construction or maintenance machines; street sweeping and street spraying machines; melting and mixing plant for road surfacing materials; tar and pitch boilers; parts and spare parts thereof, n.e.e.:		
	(a) Single castings of iron or steel each not exceeding 10,000 lb. in weight, namely: jaws, wearing plates and liners for stone crushers *ad val.*		10%
162	(1) Cements, cement clinker and concrete proofers:		
	(a) (i) Cement for building purposes, including hydraulic lime. per 400 lb.		£0 3s. 0d.
206	Soaps of all kinds and substitutes therefor, including synthetic detergents and scouring powders:		
	ex (b) Soaps containing less than 60% of fatty acid *ad val.*		10%
	or per 100 lb.		£0 8s. 4d.
	whichever duty shall be the greater.		
269	Furniture: wooden, wicker, cane and grass *ad val.*		5%

NORTHERN RHODESIA, continued

FOURTH SCHEDULE

NOTE.—Duties in respect of the undermentioned goods, grown, produced or manufactured in Southern Rhodesia or Nyasaland, are suspended to the effective rates shown.

	Item		Effective Rates	
48 (1)	Ale, beer and stout, all kinds, of strength exceeding 3% proof spirit		per imp. gal.	£0 4s. 0d.
Ex 50	Gin:			
	(a) Wholly distilled in Southern Rhodesia or Nyasaland		per imp. prf. gal.	£4 5s. 0d.
	(b) Other		per imp. prf. gal.	£5 6s. 6d.
	Brandy:			
	(a) Containing not less than 66⅔% Southern Rhodesia or Nyasaland content		per imp. prf. gal.	£4 5s. 0d.
	(b) Other		per imp. prf. gal.	£5 6s. 6d.
	Whisky:			
	(a) Containing not less than 60% Southern Rhodesia or Nyasaland content		per imp. prf. gal.	£4 5s. 0d.
	(b) Other		per imp. prf. gal.	£5 6s. 6d.
	Rum:			
	(a) Containing not less than 60% Southern Rhodesia or Nyasaland content		per imp. prf. gal.	£3 18s. 6d.
	(b) Other		per imp. prf. gal.	£5 6s. 6d.
	Liqueurs, cordials and mixed potable spirits:			
	(a) Wholly distilled in Southern Rhodesia or Nyasaland		per imp. prf. gal.	£3 1s. 4d.
	(b) Containing not less than 66⅔% Southern Rhodesia or Nyasaland content		per imp. prf. gal.	£3 15s. 10d.
	(c) Other		per imp. prf. gal.	£5 6s. 6d.
	Potable spirits, n.e.e.:			
	(a) Wholly distilled in Southern Rhodesia or Nyasaland		per imp. prf. gal.	£3 18s. 6d.
	(b) Other		per imp. prf. gal.	£5 6s. 6d.
54	Cigarettes		per lb.	£0 5s. 10d.
56	Snuff		per lb.	£0 1s. 0d.
57	Tobacco, manufactured:			
	(a) Cigarette		per lb.	£0 3s. 9d.
	(b) Other, n.e.e.		per lb.	£0 2s. 6d.
129	Motor vehicles and trailers therefor:			
	(a) Passenger:			
	(i) Motor cars including coupe-imps, station wagons, safari vans, general purpose vehicles and motor caravans		*aa val.*	The rate prescribed in column D of the customs tariff reduced by 75%.
303 (2)	Gramophone records, including discs, cylinders, wires and tapes and similar recording media:			
	(b) Other		*ac val.*	10%

Industrial drawbacks and rebates

THE CUSTOMS AND EXCISE (Industrial Drawbacks and Rebates) (Amendment) Regulations, 1964, published as Northern Rhodesia Government Notice No. 16 of 1964 provide for the adoption by Northern Rhodesia of the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1962, published in Federal Government Notice No. 369 of 1962, as amended.

The Third Schedule (Manufacturers' Rebates) to the Regulations is amended by the insertion after that part relating to the Christmas Novelty Manufacturing Industry of the following part:

Cigarette manufacturing industry

Goods	Item	Effective Rate			
		Duty A	Duty B	Duty C	Duty D
Cut tobacco rag	57 (a) per lb.	2s.	Free	Free	Free

SOUTHERN RHODESIA

Industrial drawbacks and rebates

THE Customs and Excise (Industrial Drawbacks and Rebates) (Amendment) Regulations, 1964 (No. 19), published as Southern Rhodesia Government Notice No. 3 of 1964 serve to amend the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1962, published in Federal Government Notice No. 369 of 1962 and provide that:

(1) drawback of duty on the goods specified in the Second Schedule to the Regulations *may not* be claimed on goods exported to Nyasaland; or on goods exported to Northern Rhodesia *other than* men's and boys' ready-made suits and women's and girls' dresses,

(2) the Third Schedule (Manufacturers' Rebates) to the Regulations is amended by the repeal, in that part relating to the Battery and Accumulator Manufacturing Industry, of the item 'Battery boxes, covers and vents' and by the repeal, in that part relating to the Leather Tanning Industry, of the item 'Common salt, in bulk'.

EXPORT DRIVE

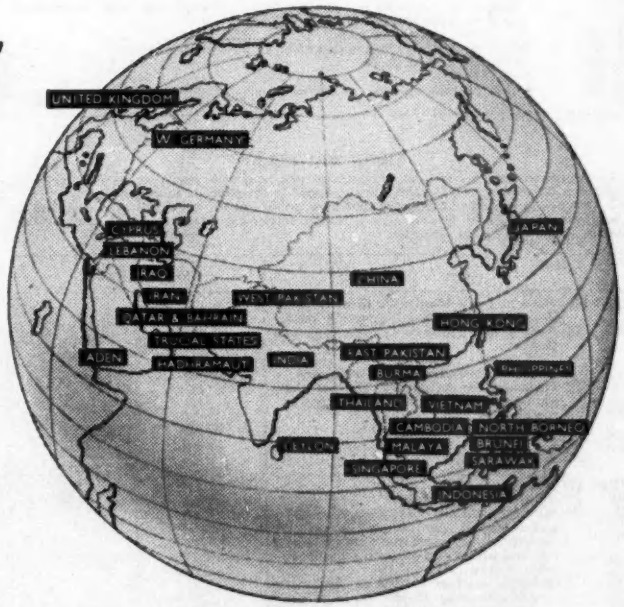
For trade with the East consult

THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 branches in twenty-seven territories as shown in the map above.

THE CHARTERED BANK
Head Office: 38 Bishopsgate, London, E.C.2.
Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.



THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) • THE IRANO BRITISH BANK (INCORPORATED IN IRAN)

TURKEY

Global import quotas and liberalization lists

FURTHER TO THE notices which appeared in the *Board of Trade Journal* on January 24 (pages 173 to 179) and January 31 (pages 230 to 234), details of the AID allocations affecting the Twelfth Global Import Quotas and Liberalization Lists covering the first half of 1964, which the Turkish authorities have now published, are given below.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

Twelfth Quota List

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
			(1,000	dollars)	
12	15.03.10 20	Oleo oil and other } For marking baby food	20	—	(1)
	15.07.26	Cocoa oil }			
14	23.07	Vitamins, antibiotics, mineral substances, sickness preventives for animals and other additives	—	50	(2) (x)
25	28.17.10	Sodium hydroxide (caustic soda)	500	50	(1)
	20	Potassium hydroxide			
	30	Sodium peroxide			
	40	Potassium peroxide			
45	32.09.39	Only dyes for finishing leather and textiles, aluminium paste, bronze paste	90	—	(2)
55	34.02	Organic surface active agents, surface active preparations and washing preparations (except those containing soap and dodecylbenzol sulphonate 'alkilaryl sulphonate') and binders	80	5	(2)
62	37.02.22	Photographic films (unexposed)	—	50	(1)
	29	Other			
66	38.19.20	Other chemical products and by-products of the chemical industry not elsewhere mentioned (except rubber solution for hot or cold repair of inner tubes and binders).	500	25	(1)
71	29.15.90	Only plastifiers	Except boards manufactured by pressing sheets of paper impregnated with artificial resins (laminated plastic material) and all kinds of spongy plastics.		
	39.01	Condensation, polycondensation and polyaddition products (excepting polyester boards and alkyd resins whether or not modified)			
	39.02.10	Products in liquid or paste state and other (excepting polyester boards)			
	90	Only plastics of acrylic basis	1,500	40	(1)
	39.03.40	Products in liquid or paste state and other			
	39.04	Hardened albuminoids (except galalith boards and bars)			
	39.05	Natural resins modified by fusion and other (except resins containing colophony)			
78	39.03.90	Only celluloid plates and tubes	80	20	(2)
79	39.04.90	Only galalith in sheets and rods	25	5	(2)
88	40.11.11 12 21 22	Only tyre and inner tubes of such qualities and sizes that are not manufactured in Turkey	—	1,500	(2) (x)
91	41.01.11	Fresh bovine hides (up to 15 kilos).	1	—	(1)
	15	Dried bovine hides (up to 15 kilos).			
	21	Fresh calf hides (all kinds)			
	25	Dried calf hides (all kinds)			
128	56.01.20 02.20 04.20	Discontinuous artificial textile fibres and waste	175	—	(1) (x)
129	56.01.10 02.10 04.10	Discontinuous synthetic fibres and waste	250	—	(1)
155	73.07.20	Slabs and sheet bars	900	—	(2) (x)
158	73.08 73.12	Only iron and steel strips of a width of 523 mm. or less (for pipe factories)	1,750	—	(2) (x)
159	73.11	Iron and steel sections (except curtain rails, cornices, uprights plates and perforated sections)	200	50	(1)
160	73.12	Only iron and steel strips of width of 250 mm. or less	400	100	(1)
163	73.18	Iron or steel tubes and pipes (excluding seamed tubes up to 2·5 in. diameter)	125	100	(1)
	19	High pressure steel tubes			
182	49.09 73.18 73.20 76.06 07 16 84.10.22 84.10.23 84.18 84.21 84.61	Complete artificial rain systems and required tubes and other accessories (except LPG gas tubes and gas and kerosine stoves and cocks thereof	—	100	(1) (x)
197	84.06.20	Diesel and semi-diesel engines of of over 15 h.p. (excepting outboard)	—	300	(2)
198	84.06.40 80	Petrol engines and other internal combustion engines of 15 h.p. or less (except outboard)	—	125	(2)
199	84.06.40 80	Petrol engines and other internal combustion engines of over 15 h.p. (except outboard)	—	40	(2)
202	84.09.10	Mechanically drawn road rollers. (To be imported exclusively by official agents)	(1,000 —	dollars) 15	(1)
204	84.10.22	Turbo pumps and motor pumps (except centrifugal normal water pumps of a capacity of 250 m3/h or less coupled with a diesel engine or any other power of 15 h.p. or less and motor pumps for deep wells of any power) (plunger pumps are included)	250	100	(1)
	23	Pumps for liquids (excluding deep well water pumps and normal centrifugal water pumps up to 250 m3/h) (plunger pumps are included)			
	84.11	Air and vacuum pumps, motor pumps and turbo pumps, air and other gas compressors, motor-compressors and turbo-compressors and turbo-compressors, ventilators, blowers, and the like.			
215	84.22.20	Lifting, loading, unloading and conveying machinery and equipment (except elevators and lifting equipment of dumper trucks up to 15 tons and mechanical and hydraulic jacks of lifting capacity of up to 50 tons used in vehicles)	To be imported exclusively by official agents. —	400	(1)
	84.23	Earth excavating, boring, extracting, carrying and levelling machinery and equipment, stationary or mobile			
220	84.45	Machine-tools for working metals and metallic carbides	—	175	(1)
	84.46	Only machine tools for optical glass			
222	84.51	Typewriters (only with standard Turkish keyboard)	—	80	(1)
223	84.52.10	Calculating machines	—	80	(1)
	84.53	Statistical machines operated with punch cards and the like			
232	85.01.31 32 33	Electric motors	150	150	(2)
252	87.01	Tractors (the specifications will be determined jointly by the Ministries of Agriculture and Industry).	—	450	(2) (x)
254	87.02.11 13	Only dumpers and dumping trucks of a net loading capacity of 15 tons and more. (To be imported exclusively by official agents)	—	225	(2)
290	Miscellaneous	Articles to be imported for manufacturing and assembling tractors (including unassembled tractors)	2,000	—	(2)
291	,,	Only articles to be imported for assembling trucks, light trucks and and minibuses (except metal and wooden cases)	3,500	—	(2)
292	,,	Articles required only for the construction of motorbus chassis with motor and motorbus bodies	500	—	(2)
293	,,	Articles required for the manufacture of tyres	1,000	—	(2)
298	,,	Articles required for manufacturing vacuum-cleaners	40	—	(2)
300	,,	Articles required for manufacturing elevators and escalators	150	—	(2)
307	,,	For the urgent needs of laboratories and pharmaceutical product factories	50	—	(2) (x)
308	,,	For the urgent needs of the industries in the private sector	400	—	(2) (x)
309	,,	For the urgent needs of the State sector	400	—	(2) (x)
310	,,	For the investments of the private and state sectors (machinery and equipment)	30,000	—	(2) (x)
311	,,	Regulating and reserve quota	—	2,000	(2) (x)
312	,,	For the urgent needs of the State Supply Office and other official establishments and Ministries	—	1,500	(2) (x)
320	,,	For the urgent needs of prospecting and boring installations and petroleum refineries of the State Sector	150	—	(2) (x)

Note: For headings marked x the same clauses governing permission are applicable as those which appear opposite the headings in the Quota List published in the *Board of Trade Journal* on January 24, 1964.

Liberalization list

Tariff Statis. No.	Description	Remarks
27.10.33	Lubricating oils	(1)
29.02	Halogenated derivatives of hydrocarbons	(2)
29.15.90	Only phthalic anhydride	(1)
29.35	Heterocyclic compounds	(2) (x)
29.36	Sulphonamides	(2)
29.38	Provitamins and vitamins	(2)
29.39	Hormones and their derivatives	(2)
29.44	Antibiotics	(2) (x)
31.02 31.03 31.04	Miscellaneous chemical fertilizers	(2) (x)

TURKEY, Continued

Tariff No.	Description	Remarks
31.05	Composite fertilizers	(2) (x)
32.05.21	Anilines, alizarines	(2)
22	Artificial organic colours	
29	Other	
34.02	Only additives used in lubricating oil mixing plants (for petroleum companies)	(2) (x)
37.01.10 / 37.02.10	X-ray films (for the Red Crescent)	(1)
38.11	Only disinfecting, insecticidal and similar preparations used in agriculture and breeding	(2) (x)
38.11	Only disinfecting insecticidal and similar preparations used for health	(2) (x)
38.14	Anti-knock preparations and other	(1)
38.19.20	Only antifreeze	(1)
38.19.20	Only hydraulic oil	(2)
38.19.20	Only additives used in lubricating oil mixing plants (for petroleum companies)	(2) (x)
39.02	Only polyvinyl prolidon	(2) (x)
40.02.20	Only raw rubber Super 1 X, and RSS 1, 2, 3	(1)
40.02	Synthetic rubber and rubber substitutes derived from oils	(1)
40.06.29	Only adhesives of a synthetic or natural rubber basis on supporting surfaces of paper, cellulose and similar plastic materials	(2)
40.14.20	Only inner tubes used for the manufacture and repair of tyres	(2)
41.01.12	Raw hides of bovine cattle fresh, weighing 15 kilos or more	(1)
41.01.16	Raw hides of bovine cattle, dried weighing 9 kilos or more	
32	Raw hides of buffalo and buffalo calves, fresh, weighing 15 kilos or more	
36	Raw hides of buffalo and buffalo calves, dried, weighing 9 kilos or more	
48.01.10	Straining paper	(1)
48.01.44	Kraft paper for making cement bags and fertilizers	(1) (x)
51.01.21 / 31 / 41 / 51 / 51.03.21	Yarn of continuous artificial textiles	(3) (x)
51.01.22 / 32 / 42 / 52 / 51.03.25	Yarn of continuous synthetic textiles	(3) (x)
51.04.10	Those used for the manufacture of tyres and inner tubes of any kind	(2)
57.10.10	Packing canvas	(2) (x)
62.03.10	Jute bags	(2) (x)
68.14.90	Friction packings for brakes, clutches and other friction apparatus and parts with a basis of asbestos, cellulose and other mineral substances (excepting asbestos yarn, packing wick and brake balata)	(1)
68.15	Worked mica and articles of mica	(1)
68.16	Articles of stone or of similar mineral substances, not included or mentioned elsewhere in the Tariff	(2)
69.03.14 / 15 / 19 / 90	Casting crucibles and retorts (including stoppers and supports)	(2)
70.08	Safety glass and unbreakable glass	(1)
70.12	Glass inners for vacuum flasks	(1)
70.14.90	Only headlight and stop light glass for vehicles	(2)
70.18	Optical glass and optical parts and glass for corrective spectacles	(1)
70.20 (a)	Only glass wool	(1)
(b)	Felt of glass fibre	
70.21.10	Special safety glass for boilers	(2)
20	Glass tubes showing the water level of boilers	
90	Only glass cylinders for polishing leather and glass parts of machines, motors and vehicles	(2)
71.02.10	Only diamonds for industry	(1)
73.04	Only iron and steel shot	(1)
73.05.10	Iron and steel powder	(1)
73.12	Hoop and strip of iron and steel only up to a thickness of 50 mm. (only for exporters with a certificate of need issued by exporters' unions)	(2)
73.13.10 / 20 / 30 / 40 / 50 / 70 / 80 / 90	Iron and steel sheets (except plain black sheets up to a thickness of 4.75 mm. and scaled sheets of any thickness)	(1) (x)
73.13.60	Tin plate (except electrolytic)	(1)
73.13.60	Only electrolytic tin plate	(1) (x)
73.13.90	Only lacquered tin plate	(1)
74.03.19	Only phosphorous-bronze rods	(1)
74.04.20	Only phosphorous-bronze plates and strips	(1)
76.01.10	Unwrought aluminium	(2) (x)
76.04	Aluminium sheets and strips	(1) (x)
76.05	Only aluminium powder containing 2% of oil or less	(1)
76.16.51	Aluminium washers for the manufacture of soft tubes	(1)
76.16.59	Only aluminium labels (only for exporters with a certificate need issued by exporters' unions	(2)
80.01.10	Unwrought tin	(1)
80.02	Tin rods, sections, wire	(1)
80.03	Tin sheets, plates and strips	(1)
80.04	Tin foil, strip, powder and flake	(1)
84.01.20	Parts and spares (except body and chassis)	(2)
84.02	Auxiliary apparatus for steam generators, steam condensers and parts and spares thereof	(2)
84.03.20	Parts and spares (except body and chassis)	(2)
84.04.20	Parts and spares (except body and chassis)	(2)
84.05.20	Parts and spares (except body and chassis)	(2)
84.06.90	Parts and spares (except cylinder jackets up to 200 mm. and oil felt) including air-cooled cylinder jackets of pressed steel (except bronze bearings in steel casing)	(2)
84.07.90	Parts (except body and chassis)	(2)
84.08.80	Parts of other motors and engines (except body and chassis)	(2)
84.09.20	Parts	(2)
84.10.23	Only fuel, oil and circulation pumps being part of diesel and gasoline engines	(2)
84.10.29	Parts (except body and chassis)	(2)
84.11	Air, vacuum and oil pumps which are parts of machines and motor vehicles of No. 84.23	(2)
84.11.90	Parts (except main body and chassis)	(2)
84.13	Force feed furnace burners (except LPG gas burners and fuel burners of a capacity of up to 1 million KCal/Hour (inclusive)	(2)
84.19	Packing machines	(1)
84.21.11 / 90	Atomizers and sprayers used for pest control in agriculture (except motorless atomizers and sprayers carried on the back)	(2) (x)
84.22.90	Only gear boxes, clutches, speed regulators, bumpers, dampers and safety locks of elevators, telphers and travelling cranes	(2)
84.23	Only parts and spares (except body, chassis and grader knife)	(2)
84.24	Agricultural, cultivating and soil preparation machinery (except shears of animal driven ploughs including those for tractors) (except discs)	(2) (x)
84.25	Harvesting and threshing machines and implements	(2) (x)
84.24.69	Parts and spares (except body and chassis) (except animal driven plough shares, disc harrow discs and disc plough discs)	(2)
84.25.91	Parts and spare parts (except knives for harvesters) of reaper and binder machines, mowing and threshing machines and seed crushing machines)	(2)
84.25.95	Parts of other machines (except reaper knives)	(2)
84.28	Other agricultural and forestry machinery and appliances (except incubators for fewer than 1,200 eggs)	(2) (x)
84.28.91	Parts of machines for crushing fodder	(2)
84.28.95	Parts of other machines (except body and chassis)	(2)
84.31.20	Parts of other machines (except body and chassis)	(2)
84.32.20	Parts of other machines (except body and chassis)	(2)
84.33.20	Parts of other machines (except body and chassis)	(2)
84.34.19	Parts of other machines (except body and chassis)	(2)
84.34.25	Parts of other machines (except body and chassis)	(2)
84.34.29	Only parts and spares (except body chassis and printing type)	(2)
84.35.20	Parts and spares (except body and chassis)	(2)
84.38	Accessories and parts for machines falling within Headings 84.36 and 84.37 (except body and chassis)	(2)
84.39.20	Parts and spares (except body and chassis)	(2)
84.42.90	Parts and spares (except body and chassis)	(2)
84.43	Only parts and spares and casting ladles	(2)
84.44	Only rolling mill rolls and moulds	(2)
84.48	Accessories and parts of machines falling within headings 84.45 to 84.47 (except body and chassis)	(2)
84.49	Only parts and spares (except body and chassis)	(2)
84.50	Only parts for gas-operated welding, cutting and surface tempering appliances and machines (including blow-pipes)	(2)
84.55	Parts of machinery or appliances of a kind falling within headings 84.51 to 84.54 (incl.) (except body and chassis and drawers)	(2)
84.56.91	Parts and spares of ore selecting, sieving and washing machines (except body and chassis and vats)	(2)
84.56.95	Parts of other machines (except body, chassis, vats, balls and jaws)	(2)
84.57.90	Only parts and spares (except body, chassis)	(2)
84.59.90	Only parts and spares (except body, chassis and tanks)	(2)
84.60	Moulds for metal, glass, rubber and plastic goods, mineral substances and mineral carbides	(2)
84.62	All kinds of bearings	(2)
84.63	Shafts, bearings, and other transmission equipment (except transmission shaft bearings and bronze bearing in steel shells)	(2)
85.01.50	Only reaction coils used in radio, TSF, current carrier and electronic apparatus (except fluorescent and valve ballasts and transformer windings)	(2)
85.01.90	Parts (except body and chassis, transformer coils and carbon brushes)	(2)
85.02	Only parts (except body and chassis)	(2)
85.04.90	Only separators used in lead accumulators on vehicles	(2)
85.08	Electrical starting and ignition equipment for internal combustion engines	(2)
85.12.35	Parts (except body chassis and parts of electric irons) (including thermo-couples of pressing irons)	(2)
85.18	Electrical condensers	(2)
85.19.10	Only time and impedance relays for earth protection and overload	(2)
85.19.20	Non heating resistances, potentiometers and rheostats	(2)
85.19.40	Only selectors, head lamp push-pull switches, contact switches and starting automats	(2)
85.19.90	Only parts of plugs automatic switches, of star-triangle switches exceeding 25 amp. and of relays	(2)
85.20	Only bulbs for vehicles	(2)
85.20.90	Parts and spares	(2)

SUBSCRIPTIONS AND SALES

Readers are reminded that subscriptions and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

Tariff Statis. No.	Description	Remarks
85.21	Tubes and valves for electronic use	(2)
85.24	Articles and parts for electric and electronic uses, made of agglomerated or baked, carbon or graphite (except brushes for electrical machinery and appliances)	(2)
85.28	Parts of electrical machinery not mentioned or included in other headings of this chapter	(2)
87.06	Parts and accessories of motor vehicles falling with in Heading Nos. 87.01, 87.02 and 87.05 (provided they are indicated in the parts catalogues) (except chassis, luggage compartment, mud-guard, doors, safety belts, balata, oil felt, bronze bearing in steel casing, exhaust tubes, silencers, electric pneumatic horns) (including chassis parts)	(2)
87.07.20	Parts and spares (except those falling within 87.06.90)	(2)
90.17	Medical, dental, surgical and veterinary instruments	(2)
90.28	Only electrical measuring, checking, analysing or automatically controlling instruments and apparatus	(2)

Note: For headings marked x the same clauses governing permission are applicable as those which appear opposite the headings in the Liberalization List published in the *Board of Trade Journal* on January 31, 1964.

Remarks

(1) May be imported only from the United States with AID funds.
(2) Applications for the United States shall be paid out of AID funds, and for zones outside the United States from Turkish resources.
(3) May be imported only from the United States with AID funds. Those of 20 deniers or less and polyester and polypropylene shall be paid from Turkish resources.

BELGIUM

Electrical domestic apparatus: price control

A BELGIAN Ministerial Order of January 15, 1964 (*Moniteur Belge* No. 14 of January 18), regulates the prices of most types of electrical domestic apparatus whether it be of Belgian origin or imported.

The Ministerial Order came into force on February 1, 1964.

The text of the above-mentioned Ministerial Order (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

BENELUX

Renewal of Benelux trade agreements

A NOTICE published in the Netherlands *Economische Voorlichting* No. 3 of January 15 summarizes the position of the Benelux trade agreements as at January 1, 1964.

In some instances where agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition the following agreements are still valid:

Country	Validity of Agreement
Austria	April 1, 1963-March 31, 1964
Bulgaria	January 1, 1964-December 31, 1964
Czechoslovakia	April 1, 1963-December 31, 1965
Denmark	December 1, 1963-November 30, 1964
Israel	September 1, 1963-August 31, 1964
Norway	May 1, 1963-April 30, 1964
Portugal	October 1, 1963-September 30, 1964
Roumania	October 1, 1963-September 30, 1964
Spain	April 15, 1963-April 14, 1964
Sweden	March 1, 1964-February 29, 1964
Switzerland	April 1, 1963-March 31, 1964
Yugoslavia	July 1, 1963-June 30, 1964

EUROPEAN COAL AND STEEL COMMUNITY

Iron and steel products — duties

THE *Journal Officiel des Communautes Europeennes* of January 22 contains the texts of two Recommendations issued by the High Authority of the European Coal and Steel Community relating to temporary increases in the tariffs on iron and steel products imported by the Member States of the Community from non-member countries.

The effect of these is that member Governments of the Community are recommended to take the appropriate legal and administrative measures with effect from February 15, 1964:

(a) to adopt or maintain, as minimum tariffs on iron and steel products imported from third countries, the tariff rates

(*Continued on next page*)

BRITISH MANUFACTURERS AND OVERSEAS BUYERS

seeking the services of an export house

are invited to consult the

British Export Houses Association

whose function it is to assist with all

problems connected with export trade

69 Cannon Street
London E.C.4.

City 4444

ECSC, continued

applied by Italy as at January 1. This Recommendation does not apply to any duties which individual member Governments have bound in GATT at lower levels:

(b) in the case of foundry pig iron (items Nos. 73.01 B II and 73.01 C II of the Community's customs tariff, excluding foundry pig iron made entirely with charcoal), to apply an alternative specific duty of 7 U.C. (a) per ton.

The French Government have already acted in accordance with these Recommendations. Notice of this and similar action which other member Governments of the Community take will be given in the *Board of Trade Journal*.

The French texts of these Recommendations may be seen at the Export Services Branch of the Board of Trade, Hillgate House, Room E13, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

(a) U.C.=Unité de Compte (present value 1 United States dollar).

ITALY

General turnover tax

ITALY has published the text of a Ministerial Decree dated December 19, 1963, which introduces for the year 1964 modifications to the rates of the General Turnover Tax payable on a 'once only' basis (the General Turnover Tax is normally levied at each stage through the cycle of manufacture).

In the case of imported goods provision is made in the decree for the payment of the Tax to the Customs at the time of clearing.

A complete list of these rates is given below, which will supersede the lists previously published in the *Board of Trade Journal* of March 10, 1961; January 26, 1962, and February 8, 1963. Where there have been modifications from the earlier rates these are indicated by an asterisk.

Tariff Heading	Commodity	Rate of Tax
0603 0105 0106	Fresh flowers, poultry, rabbits and game	3·3
	Fruit, vegetables, fish (fresh or chilled); hen's eggs	2·3
0901, 2102	Coffee and coffee extracts	12·0
2101	Coffee substitutes	5·3
0902, 0903	Tea and mate	12·0
2203	Beer	5·8
	Fertilizers and insecticides (mainly those with a basis of sulphur or zinc) (Where these are imported for further processing, the rate is 2·30).	5·0
1701	Sugar	5·3
	Sugar for industrial use	2·3
	Sugar, raw, imported by refineries for resale	4·3
	Petroleum products, fuels and lubricants(1):	
2710 A I	Petroleum spirit	4·2*
2710 A II, III and IV	White spirit, paraffin oil, gas oil	7·7*
2709 C, 2710 A VI	Crude petroleum and shale oil, and residues	7·7*
	Crude petroleum and shale oil, and residues for use in boilers and furnaces	4·0*
	Unrefined mineral oils derived from primary distillation of crude natural petroleum oil	4·0
	Unrefined mineral oils derived from primary distillation of crude natural petroleum oil for use in domestic heating	6·0
2710 A 5, 3814 B	Mineral lubricating oils and additives	7·0
2712 C	Petroleum	7·0
2713 B	Paraffin wax (1) When the above products are for use in refineries, or in chemical plants for further processing the rate is 1 per cent.*	4·0
2701	Fossil fuels, including coke	4·0
3003	Medicinal specialities	4·3
0302	Codfish, dried or salted; stockfish	7·3
	Herrings, salted, dried or smoked When imported by canning factories, the rate is 2·3.	6·3
	Spices, certain (Nos. 0904-0908 a, b, c; 0910)	14·0
2106	Yeast for breadmaking	5·3
2711	Liquid gas or mixtures thereof	14·0
	Liquid gas used for road traction	9·0*
2705	Methane gas	5·0*
2201	Natural spa waters and aerated waters	4·3
	Ice	4·3
4303	Resinous timbers for:	
	(a) Rafters, beams and planks	5·0
	(b) Beams and rafters, simply squared	6·0
	(c) Timbers in the rough, simply hewn with the axe When imported for resale, the rates or levied at 2%, 3% and 4% respectively.	7·0
	Fine furskins (under 4301 A, 4302 A 1, 4302 B I, 4303 A, 4303 C I)	30·0*
	Common furskins (under 4302 A I b; 4302 A II, 4302 C II) When imported by other than tanners, the rate is 3·3.	8·30

The Italian text can be seen at Board of Trade, Export Services Branch, Room E.39, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 449, 450), to whom all inquiries should be addressed.

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of December 24, 1963 (*Moniteur Belge* No. 12 of January 16, 1964), contains a consolidated list of goods (reproduced below) to be admitted free or at a reduced rate of import duty, *during* 1964, up to an annual quota specified against each item when imported from *Non-EEC* countries. Goods imported under a duty tariff quota may *not* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The Order came into force on January 1, 1964.

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric Tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)	OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)
08.04 B I	Grapes, dried, in packages of a net weight of not more than 15 kg.	70‡	420§	6	6
09.01 A I a, b	Coffee, unroasted	85% of total imports during 1962 (excluding imports from The Netherlands)	85% of total imports during 1963 (excluding imports from The Netherlands)	Free	Free
ex 16.05 A	Crabs of the varieties ('*king*', '*kanasaki*' and '*kegani*' and shrimps of the variety '*pandalus platiceros japonicus*', simply boiled and peeled or decorticated, including frozen, intended for the canning and bottling industry	200	250‖	Free	3
45.01 A, B	Natural cork, unworked, crushed, granulated or ground; waste cork	1,300	1,000	Free	Free
45.02 B	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers), not reinforced with paper, fabric or other materials	20	12	1·8	1·8
73.02 C	Ferro-silicon	13,900	12,000	Free	Free
73.02 E I	Ferro-chromium	2,062	2,700	Free	Free
ex 73.02 H	Ferro-molybdenum	170	210	Free	Free
73.05 A	Iron and steel powders	1,020	1,020	1·2	2
ex 73.15 A IV b	High carbon steel wire rod: Of a diameter of at least 4·5 but not more than 6 millimetres, containing at least 0·62% but not more than 0·74% carbon	2,000*	2,500§	Free	Free
ex 73.15 A IV b	High carbon steel wire rod: Of a diameter of at least 4·5 but not more than 13 millimetres, containing at least 0·60% but not more than 1·05% carbon; at least 0·10% but not more than 0·25% silicon; 0·05% or less of phosphorus and sulphur taken together; 0·10% or less of other elements taken together; except manganese	500*	500§	Free	Free
ex 73.15 B III a	Coils for re-rolling of alloy steel, containing less than 0·6% of carbon and more than 10% of chromium, other alloy elements being left out of consideration (stainless steel), annealed and dipped ('*decapees*'), of a width of more than 900 millimetres exclusive to 1,300 millimetres inclusive, and of a thickness not exceeding 6 millimetres	3,500†	2,000§	Free	Free
76.01 B I	Aluminium waste	500	500	0·75	0·75

* Quota for the first half of 1963.
† Quota for the second half of 1963.
‡ Quota for the period from December 1, 1963, to December 31, 1963.
§ Quota for the first half of 1964.
‖ Quota for the period from January 1, 1964, to March 31, 1965.

Note:

(1) The Import Duty Tariff Quotas are applicable to imports from E.E.C. countries as well as to imports from Non-E.E.C. countries of the goods specified against tariff headings ex 16.05 A and 45.01 A, B in the above-mentioned list.

(2) This consolidated list supersedes the list of goods in earlier notices on the Belgo-Luxembourg Economic Union Import Duty Tariff Quotas published in the *Board of Trade Journal* during 1963.

Global quotas for live sheep, mutton and lamb

THE FRENCH *Journal Officiel* of January 25, announced the opening of a quota for the import of live sheep (Tariff No. 01-04 A I ex b), mutton and lamb (Tariff No. 02-01 A IVa ex I) originating in and imported from all countries with the exception of the member countries of the European Economic Community.

A global import licence will be granted to the Fonds d'orientation et de regularisation des marchés agricoles (FORMA), 2 rue Saint-Charles, Paris, 15e.

Importers should apply to FORMA for import certificates which will be granted within the global licence in accordance with conditions set out in a notice which may be consulted from January 27, at the Ministère de l'agriculture, direction des produits, sous-direction du commerce extérieur, 3 rue Barbet-de-Jouy, Paris, 7e, and at the offices of FORMA (Meat Division). The certificate will be valid for three weeks from the date of issue.

The same *Journal Officiel* announced that the conditions of the global quota for live sheep, mutton and lamb, published in the *Journal Officiel* of September 4, 1963, details of which were published in the *Board of Trade Journal* dated September 13, 1963 (page 594) have been modified.

Imports may consult a notice setting out the modified conditions at the Ministère de l'agriculture, direction des produits, sous-direction du commerce extérieur, 3 rue Barbet-de-Jouy, Paris, 7e, and at the offices of the Société interprofessionelle du bétail et des viandes (SIBEV), 2 rue de la Michodière, Paris, 2e, from January 25.

Global quota for the import of frozen beef

THE FRENCH *Journal Officiel* of January 25, announced the opening of a quota for the import of frozen beef (Tariff No. 02-01 A II ex a) originating in and imported from all countries with the exception of member countries of the European Economic Community.

A global import licence will be granted to the Fonds d'orientation et de regularisation des marchés agricoles (FORMA), 2 due Saint-Charles, Paris, 15e.

Importers should apply to FORMA for import certificates which will be granted within the global licence in accordance with the conditions set out in a notice which may be consulted from January 27 at the Ministère de l'agriculture, direction des produits, sous-direction du commerce extérieur, 3 rue Barbet-de-Jouy, Paris, 7e, and at the offices of FORMA (Meat Division). The certificates will be valid for three weeks from the date of issue.

Global quota for the import of fresh and chilled beef

THE FRENCH *Journal Officiel* of January 25 announced the opening of a quota for the import of fresh and chilled beef (Tariff No. 02-01 A II ex a) originating in and imported from all countries except member countries of the European Economic Community.

A global import licence will be granted to the Fonds d'orientation et de regularisation des marchés agricoles (FORMA), 2 rue Saint-Charles, Paris, 15e, who will grant import certificates automatically, without limitation of quantity, against all requests. The certificates will be valid for three weeks from the date of issue.

Global quota for imports of beef

THE FRENCH *Journal Officiel* of January 25 announced that the conditions of the global quota for beef published in the *Journal Officiel* of June 1, 1963, details of which were published in the *Board of Trade Journal* dated June 14, 1963 (page 1365) have been modified.

Importers may consult a notice setting out the modified conditions at the Ministère de l'agriculture, direction des produits, sous-direction du commerce extérieur, bureau du contrôle des importations, 3 rue Barbet-de-Jouy, Paris, 7e, and at the offices of the Société interprofessionelle du bétail et des viandes (SIBEV), 2 rue de la Michodière, Paris, 2e.

The full French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import regulations for electric brushes

THE FRENCH *Journal Officiel* of January 16 announced that electrostatic brushes containing artificial radio-elements (Tariff No. ex 90-20) originating in and imported from all countries, may now be imported into the French Customs territory on presentation to the Customs Authorities of an import authorization made out by the *Commission Interministerielle des radio-elements artificiels, Boîte postale No. 8, Gif-sur-Yvette, Seine-et-Oise.* Applications for the import authorizations made out in accordance with the notice in the *Journal Officiel*, should be sent in triplicate to the *Secretariat permanent* of the Commission.

Authorizations will be valid for six months from the date of issue. These regulations will come into force on February 13.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

Global quota for bananas

THE FRENCH *Journal Officiel* of January 18 announced the opening of a quota for the import of fresh bananas (Tariff heading 08-01 ex B) originating in and imported from the countries of the convertible franc zone with the exception of the member countries of the European Economic Community, countries associated with the community, and Spain.

A global import licence will be issued to the Societé Interprofessionnelle Martiniquaise de Stabilization du Marche Bananier. Importers should apply to the Societé for import certificates which will be granted within the global licence in accordance with conditions which may be noted from January 18 at the offices of the Societé at 18 rue de Turbigo, Paris 1er.

Global quota for unroasted coffee

THE same *Journal Officiel* announced the opening of a quota for the import of unroasted 'Arabica' coffee (Tariff No. 09-01 AIa), for the first half-year of 1964, originating in and imported from the countries of the convertible franc zone.

Licence applications on form AC will be received by the Service des Autorisations Commerciales (Importations), Direction des Relations Economiques Exterieures, 8 rue de la Tour-des-Dames, Paris 9, from January 18 onwards. The applications should be made in accordance with the conditions laid down for the import of coffee from foreign countries, published in the *Journal Officiel* of January 14, 1962. Only applications concerning Arabica coffee of a quality at least equivalent to New York type 6 will be considered.

The French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Eductor type catch basin cleaning machines designed for truck mounting.

Stationary log barkers also known as log debarkers as used in sawmills to debark logs usually by means of a rotating cutting head.

(Rulings effective February 21, 1964.)

Colloidal silica.

(Ruling effective February 24, 1964.)

Of 'a class or kind not made in Canada':

Reserpine.

(Ruling effective January 22, 1964.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-21-2, D51-6-1 dated January 21, 1964, and D51-33-3, dated January 22, 1964.

We are the

HARRISON LINE

—— we have been shipowners for over a century: we have a fast modern fleet of cargo liners serving

WEST INDIES, S. & E. AFRICA, U.S. GULF PORTS, MEXICO & THE SPANISH MAIN

AND MOREOVER . . . . .

WE CARE FOR YOUR CARGO

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool 2, & Fountain House, Fenchurch St. London, E.C.3

MEXICO

Import licensing

BY DECREES published in the Mexican *Diaro Oficial* on, and effective from September 13, 1963, the following goods were made subject to prior import licence:

Tariff No.	Description
370.00.21	Polyethylene resins in the solid state, even when they are pigmented with colouring matter, except with black.
742.00.02	Flexible cards or card clothing for carding machines, with base of any kind of fabric, felt or leather, up to 60 mm. in width, mounted or not.
742.00.08	Hooks or upright wires of any kind for weaving frames.
742.00.10	Healds for weaving looms, formed by a round wire, tinned, covered along the entire length by solder, with or without eyes, whether or not placed in frames.
742.00.11	Healds for weaving looms, of flat or round wire, twisted, whether or not placed in frames.
742.00.12	Frames for weaving looms, without healds.
742.00.13	Metal combs, whether or not with frames of any kind.
742.00.15	Pickers, of rubber, for weaving looms.
742.00.17	Sleeves, of leather, for weaving looms or for machine rolls.
742.00.18	Paper, of the natural colour of the pulp, containing more than 50 per cent of mechanical wood pulp, cut into bands of up to 10 cm. in width and 60 cm. in length, weighing more than 700 but not more than 1,300 grams per square metre.
742.00.19	Healds for weaving looms, composed of threads of vegetable fibres, whether or not mounted in frames of any kind.
743.07.00	Separate and spare parts for mechanical hand tools.
749.00.99	Separate and spare parts of earthenware, fréience or glass, for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m.
749.01.99	Separate and spare parts of leather or of hide or skin, for machines and appliances, used in agriculture, industry, mines or in the arts, n.s.m.
749.02.99	Separate and spare parts of yarn, thread or fabric, for machines and appliances, used in agriculture, industry, mines or in the arts, n.s.m.
749.03.99	Separate and spare parts of rubber, for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m.
749.04.99	Separate and spare parts of any kind of wood, for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m.
749.05.94	Separate and spare parts of aluminium, for machines and appliances, used in agriculture, industry, mines or in the arts, n.s.m.
749.05.95	Separate and spare parts of copper or alloys thereof, for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m.
749.05.96	Separate and spare parts of tin, antimony, lead or zinc or of any kind of alloy of such metals, for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m.
749.05.97	Separate and spare parts of iron or steel, whether or not alloyed with other metals, for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m., weighing up to 5 kilog., n.s.m.
749.05.98	Separate and spare parts of iron or steel, whether or not alloyed with other metals, for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m., weighing more than 5 kilog.
749.05.99	Separate and spare parts of gilt or silvered metal, also those containing precious metal, for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m.
749.06.99	Separate and spare parts of two or more specified or unspecified materials, for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m.
749.07.99	Separate and spare parts of unspecified materials for machines and appliances used in agriculture, industry, mines or in the arts, n.s.m.

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 28, 1961, page 1044) is further amended by:

1. the *deletion* from item 5 under the heading of 'Men's and Boys' Garments' of sub-item d (a) and (b) and the substitution therefor of:
   (d) Cardigans, Pullovers and Sweaters of all types;
2. the *addition* to item 5 under the heading 'Ladies' and Misses Garments' of sub-item:
   (c) Cardigans, Pullovers and Sweaters of all types;
3. the *addition* of the following new item:
   86. Oil Stoves.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

BERMUDA

Customs tariff changes

THE BOARD OF TRADE has received a copy of the Bermuda Customs Tariff (Increase) Act, 1963, which provides for the imposition of a 10 per cent surcharge on all import duties and an increase of 10 per cent on surcharges already levied on goods imported into the Island.

A copy of the new Bermuda Customs Tariff has also been received which incorporates all amendments to date. Copies may be seen in the Tariff Section of Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, to whom any inquiries about this notice should be addressed. (Tel. City 5757, Ext. 471).

ST. CHRISTOPHER, NEVIS AND ANGUILLA

Customs duties on aerated waters and other non-alcoholic beverages

STATUTORY RULES and Orders, 1963. No. 30 amends the First Schedule to the St. Christopher, Nevis and Anguilla Customs Tariff by the *deletion* of Group III. Water and other non-alcoholic beverages and the items appearing thereunder and the *substitution* therefor of:

Item No.	Commodity	Unit for Classification	Unit for Duty	Rates of Duty	
				Preferential	General
Group III					
Water and	non-alcoholic beverages:				
111-01.1	Aerated and mineral waters	Gal.	Doz. pts.	·15	·20
111-01·2	Other non-alcoholic beverages (excluding fruit and vegetable juices)	Ga..	Liq. gal.	1·43	1·68

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD

Marking of pvc insulated cables

THE BOARD OF TRADE have received a copy of a notice to the effect that the Trinidad Electrical Inspectorate, Ministry of Labour, will in future require a readily recognisable means of identification throughout the length of pvc insulated Cables and Flexible Cords made to British Standards Specification or other accepted grades. The accepted means of identification are:

1. Printing on the core or sheath;
2. Printing on a tape within the cable; or
3. By embossing or identification of the sheath

and must show

(a) the manufacturer's name;
(b) the Standard or Grade to which the cable is made; and
(c) the maximum working voltage where this is not covered by the particular Standard or Grade.

In the case of flexible cords where the above means of identification are not practicable, the manufacturer's coloured identification thread would be accepted.

Present stocks which do not comply will be accepted up to June 30, 1964.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Directories and Notices Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Sullivan 3400, Ext. 3020), or to any Regional Office of the Board.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre (an outpost of the Western Hemisphere Exports Council). The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, *Lima.*

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Mark M. Cansick, M.S.M.A.

EXPORT?

My organization, if appointed your export managers will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.

Export Managers for: "BURGESS" Silencers; "HERMETITE" Joining Compounds; "GRELCO" Terminal Blocks; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories.

Mark Cansick & Co. Ltd.
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON, N.6
Telephone: Mountview 0094/5 Cables: Cansico, London

For STEEL STRIP
of all kinds.
SLIT EXACT to SIZE
in coils or lengths.
No quantity too small.
L. A. HUTTON & CO. LTD.
POUND ROAD, CHERTSEY, SURREY
Tel. Chertsey 3451 *(5 lines)*

TUBULAR FURNITURE & EQUIPMENT

Metalliform Ltd. manufacture a wide range of tubular furniture and equipment, all modern in design and sturdy in construction. Illustrated catalogues gladly forwarded on request.

METALLIFORM LIMITED
HOYLAND COMMON nr. BARNSLEY tel. HOYLAND 2187

VENEZUELA

Import control and customs tariff changes

THE BRITISH EMBASSY in Caracas reports the following resolutions by the Venezuelan Ministry of Finance which are effective from the date of publication, January 18, 1964:

1. An import licence must be obtained from the Ministry of Agriculture for fungicides, weed killers, rat poisons and similar products. The Customs Tariff is amended as follows:

Item No.	Description	Duty in bolivars
599.02.02.1	Fungicides, weed killers, rat poisons and the like	Free

(This resolution does not apply to those imports covered by Consular Invoices dated on or before January 18, 1964.)

2. Import licences must be obtained for pumps for agricultural use. These are introduced as a new item in the Customs Tariff as follows:

Item No.	Description	Duty in bolivars
716.01.03	Pumps for agricultural use	0·001

(This resolution does not apply to those imports covered by Consular Invoices dated on or before January 18, 1964.) The Customs Tariff is further amended as follows by two resolutions:

Item No.	Description	Duty in bolivars
712.01.00	Machines and mechanical implements for agriculture and breeding	Free
712.01.09	Spare parts and accessories, n.e.p.	0·05
	(All categories of machines, etc., hitherto individually listed under Section 712 are abolished.)	
713.01.01.1	Agricultural tractors where the weight of each does not exceed 6,000 kgs. net each one	Free

BRITISH GUIANA

Import licensing arrangements

THE BOARD OF TRADE have received a copy of the Trade (Control of Import and Export) (No. 3) Order, 1963 which amends the Schedule of Exceptions to the British Guiana Open General Licence (see *Board of Trade Journal* of January 10, page 68) by:

1. the addition of the following new item:
   001-04 Poultry (live)
2. the amendment of the following items so as to read:
   042-01 Rice Grain in the husk
   042-02 Rice Grain not in the husk including polished and broken
   054-02 Blackeye peas
   412-19 Babasu oil, Corn oil, Cohune oil, Sesame oil, and teaseed oil.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471.)

Meadows

AIR FREIGHT & GROUPAGE
AIR IMPORTS – AIR TRAVEL

Phone for immediate collections by radio connected vehicles for all destinations—by all Airlines—from warehouse or rail terminus.

MONARCH 8030 or COLNBROOK 2871

FORWARDING AND AIRPORT SERVICE · INFORMATION · PACKING · INSURANCE

THOMAS MEADOWS & CO. LTD., 20/28 MILK STREET, LONDON, E.C.2

Air Receiving Depot and Offices at **COLNDALE ROAD · COLNBROOK · SLOUGH · BUCKS**

and at MANCHESTER, BIRMINGHAM, SOUTHEND and RENFREW AIRPORTS

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

CANADA LINE BUNGALOWS

Made to precision engineering standards with top quality materials. Excellent insulation qualities, labour saving layout and fully planned and fitted kitchen. Many layouts and from two bedrooms to five bedrooms/two bathroom models. First-class executive housing. Over 1,000 now erected in England. Export enquiries invited. *See the Showhouses at Guildford or write to Peter Hall, Export Manager,*

Cedar Homes Limited

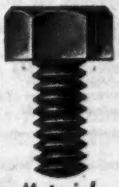
GUILDFORD · SURREY · ENGLAND

C. E. TURNER
(ENGINEERS) LTD.
LINFORD STREET, LONDON, S.W.8
Tel.: MACaulay 7118

★ FABRICATORS IN sheet steel & plate, stainless steel, aluminium
★ ARGON ARC WELDING
★ TANK MANUFACTURERS
★ PROTOTYPE WORK
★ FORMING, DISHING, LOUVRING, NIBBLING, SLOTTING & FLANGING
★ 8' PRESS BRAKE CAPACITY
★ SITE WELDING

CIRCULAR SAW BLADES
FOR WOOD CUTTING and PLASTICS
★
E. W. KENDALL & CO. LTD.,
10, Sewardstone Road, London, E.2.
Tel.: ADVance 4276

BOLTS & NUTS
SCREWS
RIVETS • BURRS
STUDDING
WASHERS



All Sizes and Types in Any Material
ABIS & CO. (BIRMINGHAM) LTD.
DENNIS ROAD, SPARKBROOK, BIRMINGHAM 12
Telephone: SOUTH 3781 (6 lines)

ABBEY HEAT TREATMENTS LTD.

Our advanced techniques and reliable service have established a fine reputation. Try us for all types of Heat Treatment and Chemical Blacking.
On A.I.D., A.R.B., W.O. Approved lists for Inspection.

Plaza Works, Merton High Street, London, S.W.19.
Cherrywood 2291/2.

AXMINSTER CARPETS AND RUGS

All wool pile Axminster Carpets and Rugs up to 12 feet wide

AGENTS REQUIRED IN ALL COUNTRIES

The Blackpool Carpet Manufacturing Co., Ltd.
Mowbray Drive, Blackpool

Jacksons
OF BOURNE END
Speciality millboards and fibreboards for industrial uses:
BOOK BINDINGS · RADIO BACKS · PIPE JOINTING
INDUSTRIAL BOXES · PRESS BOARDS · CAR PANELS
TRAVEL GOODS · SPECIALITY PACKAGING
PALLETIZATION · SHOE COMPONENTS
AND MANY OTHER USES.
JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.

EXPORT SERVICE BULLETIN

Published daily, Monday to Friday giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries. A Market Report Supplement is also issued quarterly.

★ A 'MUST' FOR ALL EXPORTERS ★

obtainable on Subscription from
BOARD OF TRADE, EXPORT SERVICES BRANCH, HILLGATE HOUSE, 35 OLD BAILEY, E.C.4.
CITY 3757 EXT. 402

BODILL, PARKER (1922) LTD.
Lower Tower Street
BIRMINGHAM, 19

Manufacturers of
Brass Spur Teeth Grommets

Brass Eyelets and Rings
Ventilator Eyelets

We hold stocks of all sizes
Telephone: ASTon Cross 1711-2

Large Selection of WHEELS available
600 x 16, 600 x 20, B 70 x 20, 400 x 16.

RUBBER AIR HOSE
Large stock 1" x 40' and ¾" x 30'

◆

BRICAN TRADING COMPANY LTD.
12a, The Mall, London, W.5.
Telephone: EALing 3111/2 *Cables:* Brican, London.

Ministry of Labour GAZETTE

Single copies 2s. 6d. (by post 2s. 10d.)
Annual subscription 34s. including postage

Obtainable from:
HER MAJESTY'S STATIONERY OFFICE,
York House, Kingsway, London, W.C.2, 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester, 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

PVC Wallets & Containers

Salesmen's Albums, Document Cases, Cheque Book and Travel Cheque Holders, Note Cases, Loose Leaf Binders, Pocket Wallets, Conference Wallets, Swatch Covers, Advertising Gifts, etc.

ACADEMY PLASTICS LTD.,
23-29 ROUNDWOOD ROAD, LONDON, N.W.10.
WILLESDEN 5277 (3 lines)

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

U-NEED-A HOTEL wherever you go. 'Know-how' means you ought to know. — HOTEL BOOKINGS (ABROAD), 16, Devonshire Road, London, W.4. (Tel. Chiswick 9052). Just ask for F. Preston.

LONDON FACILITIES. Light engineering company, few minutes from West End has showroom and warehouse space to spare. Offers distributing and servicing facilities or any other kind of co-operation with firms in the light engineering and fancy goods trade. Whiteroy, 11-13 North Road, London, N.7.

TRANSLATIONS, TRANSLATIONS! Technical Translations, Technical Translations. TRANSLAGENCY (All Languages) LTD., 4, Norland Square, W.11. PARk 3333. Telex 261376.

NISSEN AND ROMNEY TYPE BUILDINGS. Large stocks of new and reconditioned buildings, packed for Export. Enquiries to: Naylors (Bilston) Ltd., Wolverhampton Street, Bilston, Staffs. Tel.: Bilston 41689-42448.

PRINTING & PUBLISHING. Your Open Door to the Dutch printing and publishing industry: GRAPHIC EXPORT CENTRE for information and contacts. Write: 668 Prinsengracht, Amsterdam, C., Holland.

FACILITIES OFFERED IN LONDON. — Engineering Company having a small depot with staff, situated South West London, offer their services for distributing, servicing and stock holding, for unit or components, preferably allied to the Motor and Engineering trades. Enquiries treated strict confidence. Box S.5434, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.4.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 31 Villiers Street, Strand, W.C.2. Tel.: Trafalgar 5213.

SECOND-HAND PLANT AND MACHINERY EXPORTERS. Excavators, Tractors, Cranes, Compressors, Quarry Plant, Electric Motors, Contractors and Engineers' plant of all descriptions. Walker & Partners Ltd., 23, Claremont Crescent, Sheffield 10. Phone 62428-9.

TRAMPOLINES AND GYMNASTIC EQUIPMENT are exported all over the world by NISSEN TRAMPOLINE CO. LTD., Southend Arterial Road, Romford, Essex, England. For information literature write to the above address. We can quote you f.o.b. or c.i.f.

TRANSLATION. Team of experienced translators can handle your technical and commercial correspondence. Technical work is edited by qualified engineers. Draughting and printing facilities available. Remil Industrial Services Ltd., 126 Royal College Street, N.W.1. GULliver 0232.

CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE following Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

GENERAL

Notice No.	
49	Temporary importations: International Co-operation.
77E	Purchase Tax – Exports.
106	Temporary exportation of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
427	Declaration of value on Customs export documents.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing).
	*Notice to Exporters – Exchange Control (issued by H.M. Treasury).
	*Also obtainable from any bank.

DRAWBACK

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
220	Drawback on silk and man-made fibres.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
278	Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under The Import Duties Act, 1958.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
S.B.1 (Revised), S.B.2, S.B.3, S.B.4	Sugar Act, 1956. Distribution Repayments (issued by the Sugar Board).

Index to statistics published regularly in the Board of Trade Journal

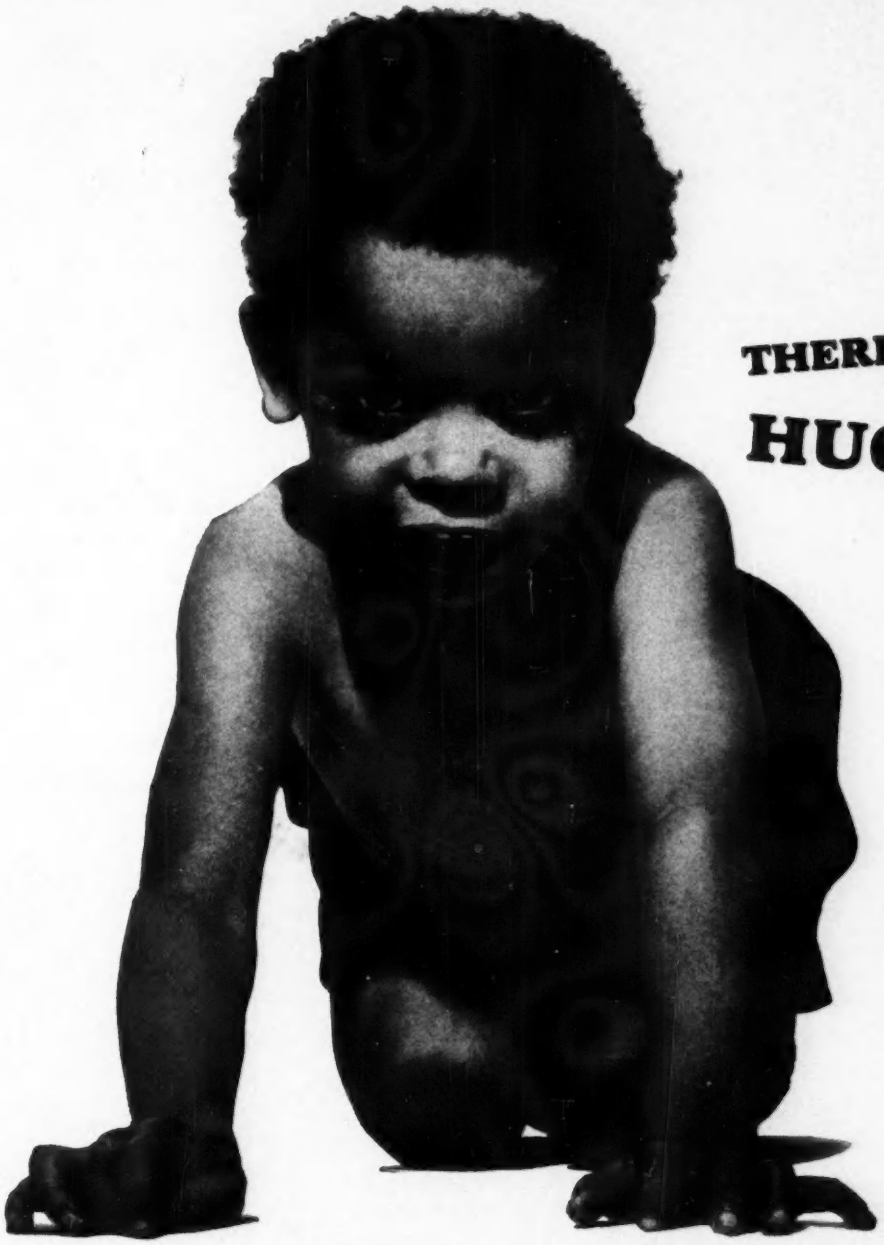
A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	This week
Capital expenditure:	
By industry – provisional (Q)	13 Dec. 1963
– final (Q)	24 Jan. 1964
Expected capital expenditure (6-M)	17 Jan. 1964
Distributive and service trades (A)	27 Dec. 1963
Cars and commercial vehicles (M)	31 Jan. 1964
Catering trades turnover (M)	10 Jan. 1964
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	31 Jan. 1964
New companies registered (M)	24 Jan. 1964
Property companies	20 Dec. 1963
Engineering and electrical goods:	
Production, exports and orders (M)	31 Jan. 1964
Deliveries of certain products (Q)	20 Dec. 1963
Film industry:	
British film fund agency returns (M)	31 Jan. 1964
Cinema admissions and takings (M)	24 Jan. 1964
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	8 Nov. 1963
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	25 Oct. 1963
Foreign trade of the U.K.:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	17 Jan. 1964
Value of overseas trade (M)	31 Jan. 1964
Gold and dollar reserves (M)	10 Jan. 1964
Hire purchase:	
Assets and liabilities of HP companies (Q)	29 Nov. 1963
Business (M)	This week
Industrial building:	
Provisional figures (Q)	31 Jan. 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	31 Jan. 1964
N. Ireland index (M)	31 Jan. 1964
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	20 Dec. 1963
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from U.K. (Q)	24 Jan. 1964
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	13 Dec. 1963
Retail prices index (M)	24 Jan. 1964
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Shipping movement at U.K. ports (Q)	13 Dec. 1963
Stocks:	
Manufacturers and distributors (Q)	24 Jan. 1964
Retail (M)	24 Jan. 1964
Textiles:	
Clothing and textile orders and deliveries (M)	17 Jan. 1964
Man-made fibres production (M)	This week
Wholesale houses sales (M)	17 Jan. 1964
Wool and cotton output (M)	17 Jan. 1964
Tourist traffic (M)	24 Jan. 1964
Wholesale prices:	
Average prices of selected commodities (A)	15 Feb. 1963
Index nos. (M)	17 Jan. 1964

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	31 Jan. 1964
Board of Trade Departments	3 Aug. 1962
Board of Trade Regional Organization	31 Jan. 1964
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	6 Dec. 1961
United States Consular Offices in the U.K.	21 July 1963

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1. (*Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London (K109) S.O. Code No. 72-3490.



THERE WAS THIS

HUGE LION...

But calm yourself. It's just another of Timothy's tall tales and there's no reason to be alarmed. Small boys are always adventurous and there'll be plenty of opportunity for him when he grows up. For things are happening in the new developing countries of the Commonwealth, and expansion is rapid. We at Barclays D.C.O. have helped to bring about this expansion by encouraging trade and providing financial stability. We have an unrivalled knowledge of local conditions and requirements, in these new territories, which we are always delighted to pass on to British businessmen interested in opening up new markets for their goods abroad.

For detailed reports from our branches on the spot about trade with Africa, the Mediterranean or the Caribbean, write to our Intelligence Department at 54 Lombard Street, London, E.C.3.

Barclays Bank D.C.O. *Britain's Largest Overseas Bank*

it's quicker for tube fittings by Coventry Climax

FORK LIFT TRUCKS

B.K.L. Alloys Ltd., of Birmingham make Tubular Welding Fittings of every shape and size for a variety of industries.
To aid efficient production and speedy delivery, B.K.L. Alloys use Coventry Climax Universal Fork Lift Trucks, fitted with special heavy-duty tyres, for moving fittings of large cross section, effortlessly, from factory to loading bay.
Like so many of Britain's leading industrial concerns, B.K.L. Alloys Ltd., find that where materials handling is concerned, it's always quicker by Coventry Climax.

COVENTRY CLIMAX ENGINES LIMITED (DEPT. BTJ) COVENTRY

Coventry Climax in the pipeline at B.K.L. Alloys Ltd.